

DISTRIBUTION & WAREHOUSING

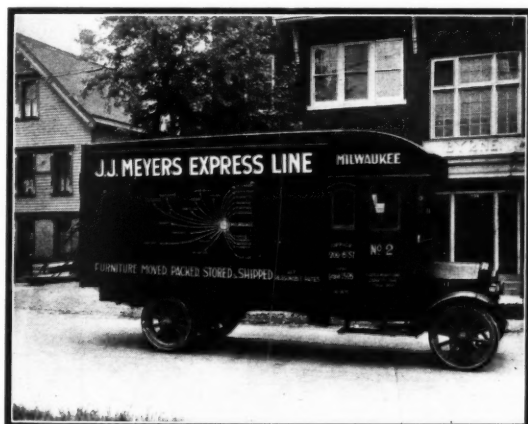
FORMERLY
TRANSFER & STORAGE

Vol. XXIII, No. 8

U. P. C. Building, 239 W. 39th St.
New York, N. Y.

August, 1923

Get greater economy
from your delivery
units. Federal trucks
will definitely give
you more truck miles
for less money because
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The J. J. Meyers Express
Line of Milwaukee say this
Federal 2½ ton is capable of
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It is one of a fleet.

Write for Booklet S. 9 "Making One Thing Better"

FEDERAL MOTOR TRUCK COMPANY

Detroit, Michigan

Editorial Contents, Page 3

For Advertisers' Index, 128, 129, 130 and 131

Published Monthly. \$2.00 Per Year

Entered as second-class matter January 29, 1916, at the
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One of Four GARFORDS That Have Helped This Concern Expand and Prosper

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California
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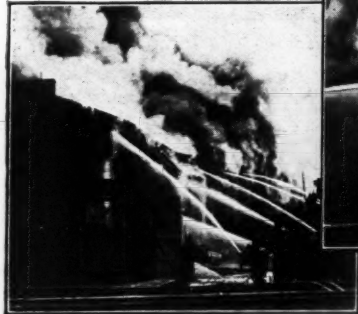
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International Newsreel

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Water can't subdue such fires; but *Firefoam* quickly smothers them under a tough, clinging blanket of carbon-dioxide gas bubbles. *Firefoam* is available in portable extinguishers, engines, and large stationary systems.

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Fire Protection Engineers and Manufacturers

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Sales and Engineering Representatives in the leading cities of all countries

DISTRIBUTION & WAREHOUSING

FORMERLY
TRANSFER & STORAGE

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CHICAGO
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PITTSBURGH
437 Oliver Building
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of all commodities to all parts of the
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THE TIRES WITH NINE LIVES

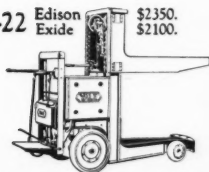
YALE—the key to lower handling costs.
Chapter 1 on Storage Battery Trucking



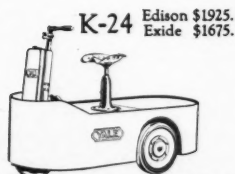
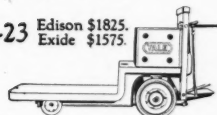
K-20 Edison \$1825.
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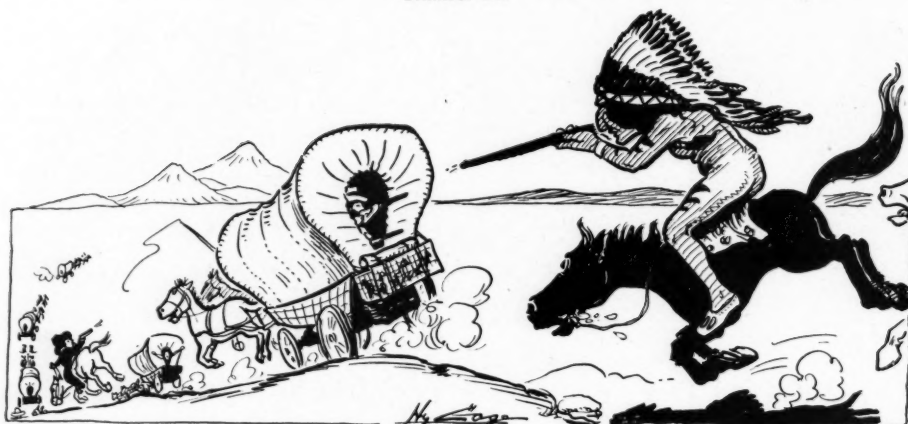
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Number Six



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BIG 4 specializes in moving furniture safely. Its service is nearly perfect.

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W. D. Leeds Storage
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WILMINGTON, DEL.
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WORCESTER
School Street Storage
Warehouse

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No. 8

N.F.W.A. at Constructive Convention Discusses These Business Topics:

**Motor Truck Transport—Relations With the Railroads—
Standardization—Pool Car Charges—
Better Packing—Insurance**

Story of What Took Place at Mackinac Island

By Kent B. Stiles

NEW imprints on the sands of warehousing were traced by the National Furniture Warehousemen's Association at a constructive convention—the organization's fourth annual one—at Mackinac Island, Mich., on July 8, 9, 10, 11 and 12.

The attendance was smaller than that of a year ago but the delegates who assembled at the Grand Hotel met with the knowledge that they were the representatives of a much larger organization—a body of 650 furniture storage executives banded together behind a program of progress and high ideals for their industry. They knew that their membership had increased by seventy-four companies during the previous twelve months and that this growth was built on a recognition that national co-operation must lead to standardization, uniformity, business friendships and remunerative profits—with better service and a square deal for the public. The present membership goal is 1000 companies.

The outstanding features of this convention, the third which has been held on the beautiful northern Michigan island, are as follows:

1. The association voted not to oppose equitable regulation of motor truck transport in the various States. It was the consensus of opinion that regulation was inevitable and accordingly it decided to get behind legislation in the various States which would protect warehousing's interests. To this end the association will draft a suggested uniform law and will endeavor to have it en-

acted in the several States with the aid of the Commissioners on Uniform State Laws. Opinion was expressed at Mackinac that it would be unwise for the industry to contract heavy investments in long distance truck equipment until the warehousemen could know exactly where they stood in the matter of transport regulation.

2. In connection with the long distance moving problem, the rate committee presented a "Base Rate Long Distance Hauling Table"—a product of the ingenuity of the Bekins clan of warehousing and prepared along the lines of other base rate tables which "the Bekins boys" have contributed to the industry in the past.

3. The division of standardized forms of the uniform methods committee presented a standard packing ticket.

4. The uniform methods committee announced it would take up with the Forest Product Laboratory, Madison, Wis., the problem of pad impressions on furniture.

5. The association continued its cooperative relationship with the American Railway Association, and in September the two organizations will conduct a joint educational campaign to stimulate better packing of goods shipped by rail.

6. A resolution was adopted endorsing the Transportation Act of 1920 and deploring "all attempts to hamper or obstruct the proper operation of the railroads thereunder."

7. The association will publish a pamphlet containing a report which, submitted by the division of furniture

packing of the uniform methods committee, dealt with uniformity and standardization of methods and practices of preparing household goods for storage and shipment.

8. The association indorsed the propositions of several insurance companies with which the insurance committee has been working in recent months.

9. It was voted that 15 cents per 100 pounds should be considered the minimum charge for handling pool cars but that if members desired to charge more than that they should register to that effect with the association's secretary.

10. The association will endeavor to arrange with the American Railway Express Company for a favorable car-load rate based on delivery in the car and taking delivery from the car.

Other subjects of importance were discussed, including cost finding, labor conditions, reciprocal relations with the

American Warehousemen's Association, advertising, the warehouse receipts Act, standardization of the warehouse receipt, estimating, etc.

Most of the delegates met for the first time the association's new field secretary, Henry Reimers, who outlined his program of activities and told the members he proposed to make his Chicago office "a clearing house for information and ideas."

Reports of general conditions in the industry were that they are satisfactory in all parts of the country. The labor committee reported that there had been a few instances of wage increase and that in some localities there was a shortage of labor.

All of the officers, including Floyd L. Bateman, the president, were re-elected for another year of constructive effort.

A chronological review of what took place follows:

President's Address

PRESIDENT BATEMAN opened the convention with the aid of a gavel and gavel plate which had been presented to the association by the Pennsylvania Furniture Warehousemen's Association. These articles of peremptory purpose are of historical interest; the gavel is of wood of the staircase of Independence Hall and the plate from metal of the original Liberty Bell, both in Philadelphia.

Mr. Bateman introduced various association presidents who have come into office since the January convention of the National—William H. Protzman, Philadelphia, of the Pennsylvania organization; Daniel P. Bray, Kansas City, of the Missouri Warehousemen's Association; John Driver, Berkeley, Cal., of the Pacific Coast Furniture Warehousemen's Association; H. H. Stevens, Flint, of the Michigan Furniture Warehousemen's Association, and Willard Eldredge, Atlantic City, of the New Jersey Furniture Warehousemen's Association.

Calling attention to the growth in membership to 650 members and to the fact that fifteen applications had recently been rejected, President Bateman in his formal address said the National was "guarding carefully those invited into its membership." Regarding the new field secretary, Henry Reimers, Mr. Bateman said:

"You have asked the association to send to your respective communities a man who could translate the things that are said and done at these conventions into action that will be effective and permanently helpful. We believe we have the man. It's up to him and to you. When he comes to you, give him your every assistance, lay your problems before him and have the will to aid him toward success. If he helps you it will be dollars in your pocket."

Mr. Bateman made a plea for increased interest in the affairs of local and regional associations and urged that the activities of those organizations coordinate with the activities of the National.

Ralph J. Wood, Chicago, stated in his report as secretary that of the seventy-four new members during the past year, thirty were in the Western division, 22 in the Central, 15 in the Eastern and

seven in the Southern. W. R. Hoag, Chicago, with six new members, won the membership contest prize, a traveling bag.

James F. Keenan, Pittsburgh, reporting as treasurer, announced a balance on hand of slightly more than \$9,000.

In the Four Divisions

REPORTING as first vice-president and regional director of the Western division, E. B. Gould, San Diego, Cal., said business conditions were good, with no failures. Volume was about the

especially good in some cities, but there was some cutting of prices. Packing was decreasing, especially on long hauls. Labor was demanding higher wages, but there was only one instance reported of where an increase had been granted. Demands ranged from 10 to 25 per cent increase.

Reporting as third vice-president and Central regional director, S. C. Blackburn, Kansas City, said warehousing in his territory had "developed to a place in the business world where it is recognized as one of the leading factors in the make-up of the fabric of commercial institutions," this resulting from better quality and higher efficiency of service to the public. Mr. Blackburn urged the organizing of an association in every State. He announced that in down-State Illinois the warehousemen had formed a mutual insurance company to handle their bonding problems and had been granted a State charter to do business. "New and unheard of laws will crop up constantly," he said, alluding to legislative situations, "and only an alert legislative committee in each State can cope with the situation."

In reply to a questionnaire which Mr. Blackburn had sent out regarding business conditions, about 50 per cent of the warehousemen replied, he said, and the returns showed that plants were about 85 per cent full, with good prospects for the remaining six months. Labor conditions were normal. Packing work on long-distance jobs had decreased from 20 to 50 per cent in States where there are hard surface roads; on hauls with a radius of 100 miles the decrease had reached 75 per cent.

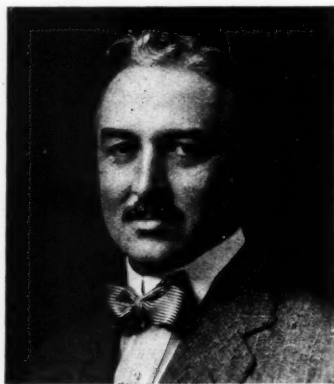
At this point in the proceedings Mr. Bateman called upon W. W. Morse, Minneapolis, president of the American Warehousemen's Association, to take a seat on the platform.

W. Fred Richardson, Richmond, Va., reporting as fourth vice-president and Southern regional director, said conditions were generally good except in some of the waterfront cities. He predicted a number of State associations in his territory.

Reimers Makes His Bow

RETAINED several months ago to serve as field secretary, Henry Reimers, Chicago, made his first report

Floyd L. Bateman



Re-elected president National Furniture Warehousemen's Association

same in some cities, with increases ranging from 10 to 25 per cent in others. The Coast organization, he said, was rendering real service to the public by endeavoring to give more for the dollar and was putting the industry on the ranking with banks. He pointed out that with the tendency of greater growth of population in the Far West than in other sections, it was not always possible for the Western warehousemen to send shipments to the East commensurate with those received in the West.

William T. Bostwick, New York, in his report as second vice-president and Eastern regional director, described the situation in his territory as good, compared with the pre-war normalcy. Moving was

at a National convention. Alluding to himself as the connecting link between the directors and the membership, the new secretary said he expected to devote his attention to such problems as insurance, obsolescence of buildings, depreciation on cartage equipment, proper accounting for business operations and standardization of work and methods, labor conditions, non-productive time of labor and cartage equipment and long-distance hauling.

Regarding insurance, Mr. Reimers believed there was opportunity to save thousands of dollars to the individual members. The problem of obsolescence of buildings was important to consider in connection with filling income tax returns. Discussing depreciation of cartage equipment, he estimated that the combined investment of such equipment owned by members was approximately \$24,000,000, and he declared that those who were not charging off sufficient depreciation as an expense were losing money accordingly. Alluding to accounting, he said:

"From your various plans and methods we should be able to formulate ideal standard plans that will meet all conditions, the adoption of the fundamentals of which should properly safeguard the business of each member and at the same time improve our methods of doing business individually and as an organization.

"Standardization of methods within common sense limits will go a long way toward increasing the prestige of our association and bring about greater national recognition, and, accordingly as this is attained, increase the prestige as well as the earnings of its members. . . . A proper knowledge of the cost of doing business is absolutely essential to progress, in that it is the basis of establishing charges and is the means of placing competition between members on a quality, instead of a price, basis. Competition based on quality service is essential to the healthy growth of our industry. . . .

"Keeping of records is desired for two purposes only—to insure accuracy and to provide information. The simpler a system, the better, if it accomplishes these two purposes. Accuracy in recording and accounting of transactions means such a complete check that neither you nor the customer suffers a monetary loss through error or oversight. Information means such a complete set of figure records that you can manage your business intelligently, borrow money readily when needed, know what it is costing you to do business, so that you may realize a fair return for good service rendered; and, not the least of all, that you may properly compile your income tax returns and meet any governmental inquiries and legislation."

Discussing the labor problem, Mr. Reimers declared that the viewpoint of the employee "is generally the most neglected asset in business," and he urged a thorough study of the relationship between employee and management in order to produce 100 per cent efficiency on the part of labor.

Referring to non-productive time of

labor and cartage equipment, the secretary declared peak moving periods constituted "a public nuisance" which probably could be corrected by legislation or at least by pressure on the public, and he suggested a special committee be appointed to work on this problem, perhaps linking the work with national advertising.

The problem of long-distance hauling was a vital one, Mr. Reimers asserted,

THE ELECTIONS:

ALL of the officers of the National Furniture Warehousemen's Association were re-elected at the Mackinac Island Convention as follows:

President, Floyd L. Bateman, Chicago, president Trans-Continental Freight Co.

First Vice-President and Western Regional Director, E. B. Gould, president Pioneer Truck Co., San Diego, Cal.

Second Vice-President and Eastern Regional Director, William T. Bostwick, president Thomas J. Stewart Co., New York City and Jersey City.

Third Vice-President and Central Regional Director, S. C. Blackburn, president A-B-C Fireproof Warehouse Co., Kansas City.

Fourth Vice-President and Southern Regional Director, W. Fred Richardson, president W. Fred Richardson Security Storage Co., Richmond, Va.

Secretary, Ralph J. Wood, secretary Lincoln Warehouse & Van Co., Chicago.

Treasurer, James F. Keenan, president Haugh & Keenan Storage & Transfer Co., Pittsburgh.

Directors were elected for three years each as follows:

Grant Wayne (reelected), manager West End Storage Warehouse, New York City.

Thomas Y. Leonard, president Leonard Warehouses, Inc., Detroit.

W. I. Ford, president Interstate Forwarding Co., Inc., Dallas, Tex.

John R. Driver, secretary Students' Transfer & Storage Co., Inc., Berkeley, Cal.

and the association should analyze conditions as they pertained to:

1. Possible volume of business to be obtained within certain defined areas, segregated as between received and forwarded business; in other words, the volume of pay load miles.

2. Cost of doing business.

3. Charge for this service.

4. Comparison of charge with railroad rates.

5. Competitive conditions.

6. Organization and connections required consistently to carry on this work.

7. Equipment required consistently and efficiently to carry on the work.

Mr. Reimers conveyed this thought to the members:

"Some of us have been more or less apprehensive about losing packing and storage business. What does it matter if we should only find use for our warehouses as transportation terminals, so long as we shape our affairs to meet demands of the time and make money thereby? Possibly in the near future the packing end of our business will be a minor factor—and why not, if it is necessary to meet economic conditions? There will always be storage. Visualize the new business that will come because of more convenient means of transportation. Many people moving from city to city keep the second-hand dealers in business, due to the inconvenience of shipping by rail. Inter-city transportation, if properly conducted, should greatly increase the volume of our business, and storage will get a certain portion of it.

"We should get local business on a proper paying basis, and it is unfortunate that we do not now have a clean slate in this respect so that we can enter into inter-city transportation unhampered by local questions.

"I believe the day is not far off when transportation will be the backbone of the furniture warehousing business, and because of that belief and my intense interest in transportation, I am naturally attracted to this organization and I feel, considering my future, that I have come in at the psychological moment."

Regarding the activities of his Chicago office, Mr. Reimers declared it would be "a clearing house for information and ideas." "We will," he said, "open up files dealing with the different phases of this business where data received from all of you will be properly indexed and filed, ready for use in connection with research work and requests for information."

Legislation

SECTION 4 of Article III of the by-laws was amended, by convention vote, in order to provide for temporary suspension of a member pending final disposition of any complaint against the member. This ruling gives the officers and directors more leeway to investigate a case without reacting to any member's injury if the complaint is without basis.

President Bateman read a telegram from J. B. Baillargeon, president of the Canadian Storage & Transfermen's Association, inviting the National's members to attend the Canadians' convention at Montreal Nov. 1, 2 and 3.

C. A. Aspinwall, Washington, D. C., in his report as legislative committee chairman, gave a brief resume of some of the more important legal and court decisions of the past year, many of which have appeared in *The Furniture Warehouseman*, the N. F. W. A. official organ, and in *Distribution & Warehousing*. He continued in part:

"The outstanding feature of the year is the number of attempts made in various State legislatures to amend the uniform warehouse receipts act. Bills have been introduced in the legislatures of

ing methods and on uniform warehouse receipts.

The first report was by Earl C. Iredale, Evanston, Ill., vice-chairman heading the division on standard forms. Instead of endeavoring, during the period which has elapsed since the January convention in New York, to effect standardization of all forms, the committee concentrated on a packing ticket (illustrated herewith) which Mr. Iredale described as being "as nearly perfect as possible, at the same time understandable, divested of complexities and containing a certain flexibility for adaptation to the systems of the average warehouseman."

"If the employees in your packing rooms are of average intelligence," he said, "and use part of that intelligence in recording their time and material, you should have an accurate record of what is coming to you when a packing job is completed."

Mr. Iredale pointed out that the ticket might be printed in two colors—one for use at the warehouse and one at the residence; at any event, two tickets

"that the methods and practices of preparing household goods for storage and for shipment should be uniform and standardized throughout the industry, to the end that the insignia of this association may represent to the public a uniform standard of service."

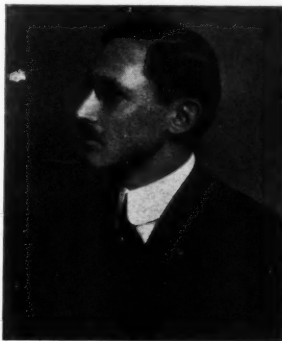
After making various recommendations as to how certain articles should be packed, Mr. McAuliff, speaking for the

goods for storage without affording customers the best possible protection known to the industry, and for this protection the customer should be willing to pay as a necessary part of the service or he should not receive the service.

"The law will not recognize such a thing as partial protection. It is neither sensible nor logical for us to insist on adequate preparation of certain articles and accept certain other articles without the essential preparation, which we as experts know to be vitally necessary, simply because the customer has the very natural desire to get the work done as cheaply as possible. No Court or law will consider for a moment the defense that we did not use the best possible method of protection because the customer was unwilling to pay the cost. The Court is interested in holding us to this high degree of care; the collecting is our own funeral."

Mr. McAuliff went into detailed recommendations for proper packing of various goods along the line of his article, "Standardization of Policy Essential in Furniture Warehousing," in the July

William T. Bostwick



Re-elected 2nd vice-president N. F. W. A.

committee, touched on long-distance hauling, saying:

"For some time it has been a matter of grave concern that the volume of business to be derived from packing goods for shipment has been steadily decreasing by reason of the inroads made on such business by the competition of the long-distance mover."

"It is well known in the industry that there is a steadily increasing tendency on the part of the customer to move his goods overland by truck for distances up to 300 and very often up to 500 miles, in preference to having such goods packed for shipment and carried by railroad. . . .

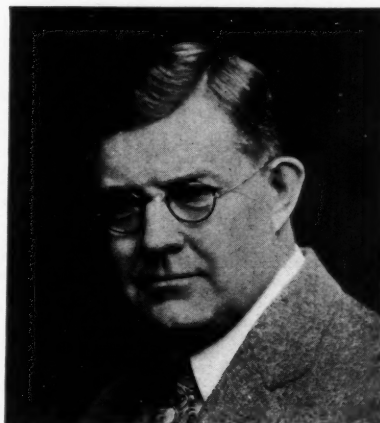
"We feel that this loss of business can be more than offset by a proper attention to the selling of the service of packing goods for storage and that, where this service is intelligently and aggressively sold, our members will find that this business will show a greater volume and profit than the packing of goods for shipment ever produced even in the days before the competition of the long-distance mover."

Packing and preparing for storage required consideration from three angles, Mr. McAuliff said—from the standpoint of the warehouseman's responsibility, from the standpoint of proper service to the customer and from the standpoint of revenue to the warehouseman.

After emphasizing at length the warehouseman's responsibility, Mr. McAuliff declared it was incumbent on the association's members to determine the best possible method of handling every article and to standardize that method throughout the industry. He declared also that the time had arrived when the customer should no longer be permitted to dictate how much of the vitally essential preparation he was willing to pay for.

"We have no right under our legal responsibility," he explained, "to accept

S. C. Blackburn



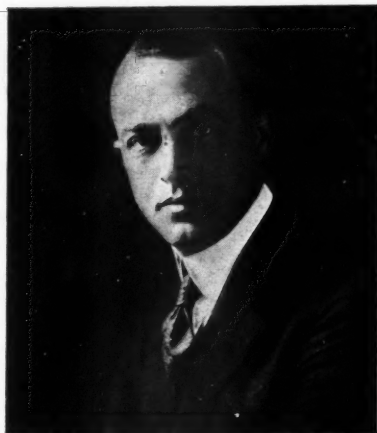
Re-elected 3d vice-president N. F. W. A.

issue of *Distribution & Warehousing*. In conclusion he recommended to the members "the practice of correspondent warehouses repairing minor damages on shipments consigned in their care," saying:

"Passing the buck to the railroads is losing its attractiveness as an indoor sport, with the result that customers are becoming more satisfied with shipping by railroad, and this association is building a splendid reputation for responsibility, fairness and liberality."

W. Lee Cotter, Mansfield, Ohio, suggested that Mr. McAuliff's report be printed under the title "The Packer's Manual." President Bateman, citing the estimate that from \$200,000,000 to \$250,000,000 worth of new furniture is produced each year, declared that if from 5 to 10 per cent could be conserved through proper packing the sum saved would go a long way toward paying the current interest on the public debt. He declared the McAuliff report could be used as a sales document with the public.

E. B. Gould



Re-elected 1st vice-president N. F. W. A.

should be used for the two jobs. The ticket was still in print, he announced, and expense could be saved by ordering supplies at once. Mr. Blackburn urged members to make any suggested changes and send them to Mr. Iredale.

The work of the standard furniture packing division, headed by James L. McAuliff, Chicago, as vice-chairman, has been along the line of studying and investigating the packing situation in members' plants "with a view toward determining the best practices and with a view toward recommending a uniform standard of packing household goods for storage and shipment."

Preparation of goods for storage and preparation for shipment were so closely allied, the committee found, "that their consideration as separate elements is hardly feasible"—and that "a considerable portion of the household goods, when properly prepared for storage, should be in a safe and proper condition for shipment." The committee urged

The convention voted to have the McAuliff report printed in pamphlet form. Later, Mr. Blackburn told the members, it would be printed in book form along with other information.

The third uniform methods divisional report, dealing with standard estimating methods, was submitted by a committee headed by Edward A. Murdoch, Pittsburgh, as vice-chairman. The results of the committee's inquiries, Mr. Murdoch said, showed three plans of estimating as follows:

1. Straight time and material for all work done—"a straight proposition on packing" practised apparently in only one city, St. Louis. "This method," he said, "has the possibility of being overdone to a more or less extent by the warehouseman overdoing his work."

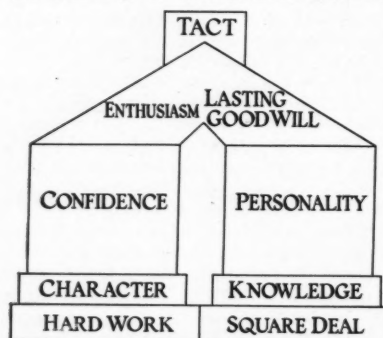
2. Furnishing an approximate price and staying as close as possible to the figure furnished. This is "the process that really predominates the art of estimating," Mr. Murdoch said, adding: "Of all the crime that is hidden behind the signs of a legitimate business, this is the worst."

3. Straight contract price for all work done. This method, Mr. Murdoch declared, was "also good and bad," but if the warehouseman knows how much it costs to do business in the packing department he is bound to make money.

Mr. Murdoch believed the estimating department to be the most important department in warehousing but "one that is sometimes least thought of," declaring that "if all warehousemen would understand that the functioning of this department, whether on time and material, approximate price or contract basis, is the closest method of contact with the prospective customer and also the original means of selling service, possibly they would pay more attention to this department." The vice-chairman gave the following information as to methods used:

New York—Contract, Approximate, Time and Material.
New Jersey District—Contract, Approximate.
Baltimore—Approximate, Time and Material.
Pittsburgh—Contract.
Cleveland—Approximate, Time and Material.
Detroit—Contract, Time and Material when possible.
Chicago—Approximate, Time and Material.
Kansas City—Approximate, Time and Material.
Pacific Coast—Approximate, Time and Material.
St. Louis—Time and Material.

Mr. Murdoch offered the accompanying "little idea of our own" of what should be the make-up of a first-class estimator

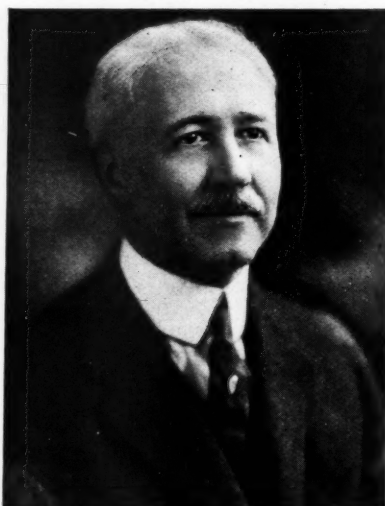


and his boss, including the establishment they represent.

The fourth uniform methods divisional report, dealing with the uniform warehouse receipt, was submitted by a committee headed by C. J. Hamilton, Baltimore, as vice-chairman. The variety of shapes and forms of receipt now in use, the committee found, "is sufficient to rival the most extreme fashions of the day," notwithstanding there was "probably no form or document used by the members of this association in the conduct of their business that is of more vital importance.

"It is our opinion," Mr. Hamilton said in part, "that the reason for the vast difference in the many legal decisions that are handed down by the Courts of our country, pertaining particularly

Ralph J. Wood



Re-elected secretary N. F. W. A.

to the same issues, can be attributed in a large sense to the lack of uniformity of customs peculiar to the different States and communities. . . .

"We believe we can eventually help to change the difference in customs, in so far as they relate to the warehouse receipt, by the gradual use of something uniform.

"When it comes to a question of uniformity, the answer is that all parties concerned therewith must make some concessions, looking toward the proper solution of a form that will be acceptable to all. . . .

"While we fully realize the difficulty of compiling a warehouse receipt that would, at this time, be acceptable to the entire membership, we cannot lose sight of the fact that our industry would operate with a greater degree of uniformity, and we therefore strongly urge that steps be taken to authorize this committee to compile such a receipt and submit same to each member for its ultimate adoption by the association."

Mr. Hamilton pointed out that this subject had been repeatedly discussed at conventions, without tangible pro-

gress, and said it was useless to prolong the discussions unless the members indicated a willingness to adopt a standard form once it had been worked out and recommended.

It was suggested from the floor that the N. F. W. A. work in cooperation with the A. W. A. Secretary Wood commented that his office had received at least 150 requests for a uniform document. It was pointed out that both the New York and Cleveland local associations had standardized a receipt and the members were using it.

The exhibit on display, prepared by the Hamilton committee, showed that scarcely two States were using the same form of receipt at this time.

Mr. Blackburn, speaking for the whole committee, announced that the work of the receipts divisional committee would be continued with the purpose of preparing an acceptable uniform document.

Construction and Operation

AT this point was discussed the eternal problem, "Pad impressions: their cause and effect. How can this be prevented?" The outcome was a decision to submit the question to the Forest Products Laboratory, Madison, Wis.

Discussion by W. Lee Cotter, S. C. Blackburn and others brought out that the newer and better varnish on modern furniture was more likely to be subject to impressions rather than the cheap varnishes formerly used. Mr. Cotter warned that temperature above 95 degrees tended to soften the varnish, and said such temperature was common in upper stories of warehouses and in the newer steel cars in use on railroads. W. I. Ford, Dallas, Tex., said the solution was to store furniture in cold storage and to ship in refrigerating cars!

There was discussion whether a pamphlet should be published explaining pad impressions and the warehouseman's responsibility, as planned at the January convention in New York. President Bateman said the Blackburn committee had full authority to publish such a pamphlet and to put the general problem before the Forest Products Laboratory.

The report of the committee on warehouse construction and operation was submitted by the chairman, T. A. Jackson, Chicago, who submitted figures, covering the past ten years, showing that the average wholesale prices of building material had risen sharply since 1913. Taking 1913 as 100 per cent, the 1920 percentage was as high as 264. In the following year there was a drop to 165 per cent; then a gradual increase to 188 per cent last January, 192 in February, 198 in March and 204 per cent in April.

Mr. Jackson had sent out a number of questionnaires to association members, he said, with these results:

The majority preferred reinforced concrete to steel construction. Returns showed members evenly divided as to whether light brick and terra cotta or dark brick should be used. Majority favored using sprinkler system. The average of floor load recommended was

166 feet. Majority favored 7-foot ceiling height for piano room, 10-foot ceiling height for household goods room, and 4-foot width for aisle. Majority favored private rooms rather than open storage. Majority favored one-half the space as the proportion of building used for private rooms. Majority favored automatic rather than switch control type of passenger elevator. Majority favored freight elevator of sufficient size to carry vans. The vote was unanimous favoring loading and unloading under cover. Opinion was equally divided as to whether garage should be attached to building. The committee's report concluded:

"While nearly every warehouse is filled beyond our fondest dreams, great care should be used to prevent overproduction, as the building of homes and apartments at the present rate will soon reach requirements. The demand of the public is primarily for adequate and dependable service, but there is no demand for a reduction of rates.

"It is clearly evident that we cannot make rates that will adjust themselves to the ups and downs of business and the varying prices of commodities. Even though rates are higher than the pre-war basis, they are as a whole materially lower in relation to rents and the cost of other commodities in general. Some day your present warehouse will have to be replaced by a new one and you should adjust your rates to be prepared to meet this occasion."

Col. A. C. Boyden, representing the Portland Cement Association, read a technical paper discussing the use of concrete floors in warehouses.

In his report as chairman of the membership committee, B. G. Miller, Philadelphia, urged that the association hold a convention in the South in an effort to get warehousemen in that part of the country more interested in association activities.

Relations With the Railroads

FRANK E. ROBSON, Detroit, general counsel for the Michigan Central Railroad, addressed the convention with a plea for support for the railroads. He deplored radical agitation against the carriers and declared that the La Follette and Hylan plans were inimical to proper development of the railroads under private ownership.

Later in the convention the following resolution, offered by Thomas J. Skellet, Minneapolis, was adopted:

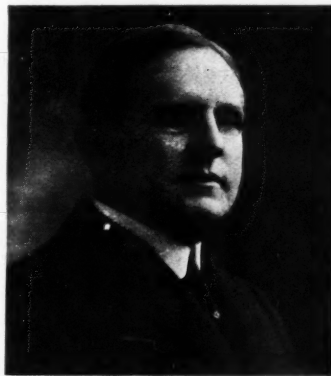
"Resolved, that the National Furniture Warehousemen's Association hereby declares itself in favor of a full and fair development of the purposes of the Transportation Act of 1920, and looks with disfavor on all attempts to hamper and obstruct the proper operation of the railroads thereunder."

The report of the committee on traffic, David Bowes, Chicago, chairman, dealt largely with relations with the railroads. Mr. Bowes cited the apathy and objection by various members toward the association's damage report put into use some months ago and said that the committee felt that, owing to

the hostility toward the report, it could not recommend continuance of its use.

Mr. Bowes urged showing the full routing on every bill of lading; prompt mailing, by the shipping warehouseman, of bills of lading and instructions to the receiving warehouseman; proper packing of rugs for shipment; early filing, with the carriers, of claims for overcharges; and paying proper attention to the mixed carload freight shipment ruling of the Classification. He suggested the members report to his committee any violations of packing regulations by railroad agents, and in this connection alluded to the campaign which the American Railway Association will carry on in September to

James F. Keenan



Re-elected treasurer N. F. W. A.

stimulate better packing, checking, receipting and loading of household goods shipments. He said:

"It is proposed to issue circulars of an educational nature to all officers of the railways directly interested in protecting freight against mishap, calling attention to the rules of the freight classification covering the marking, packing, boxing and crating of household goods, the provisions regarding rates based on varying declared valuations, damage due to improper loading in cars and improper handling at transfer points, etc., and particularly to the desirability of having all shipments of value packed by professional packers. The interest of division superintendents, freight claim agents, freight claim prevention officers, traffic solicitors and all local freight agents will be urgently solicited. A special effort will be made to acquaint all freight agents with the fact that all household goods in carload lots, with a few minor exceptions, must be as well prepared and protected as less than carload lots and to see that this rule is strictly enforced. . . .

"This campaign will, of course, bring out a great many reports from the railroad agents as to the conditions in which shipments are received, the manner in which goods are listed and described, the addresses furnished by the shippers (many times showing carelessness and insufficiencies)."

In connection with his report Mr.

Bowes had distributed illustrated circulars, supplied by the American Railway Association, dealing with crating methods. Copies of the circulars may be obtained by addressing A. L. Green, Special Representative, American Railway Association, 431 South Dearborn Street, Chicago.

Mr. Bowes alluded to the railroad situation and deplored political interference looking toward Government ownership.

"It is not our purpose," he said, "to offer an apology for any of the faults of the railroads or to make any suggestions for curing any of the evils that may exist. We do submit, however, that the railroads should have a fair deal and that this most important and vital question of transportation should be freed from political domination and saved for the benefit of the public under conditions that will insure fair charges and the best possible service."

Mr. Green was the next speaker, his subject being "Claims on Household Goods Are Going Down—Keep Them Moving." Alluding to the September campaign mentioned by Mr. Bowes, Mr. Green announced that at a proper time an article would be written on the subject by Kent B. Stiles, editor of *Distribution & Warehousing*, and this text would be sent to local freight and express agents everywhere with request that they try to have it published in the newspapers. Mr. Green continued:

"Chambers of Commerce, traffic and transportation clubs, will be invited, through personal presentation of the matter, to carry this article in their bulletins, and we can count on its publication in *Traffic World* and such prominent trade journals as *Railway Review* and *Distributing & Warehousing*. Also radio messages will be broadcast by railway and express representatives in all parts of the country.

"By this means, persons who expect to move will be advised to consult a professional packer before selling their goods at a great sacrifice, only to have to replace them for the new home at present prices."

Mr. Green referred to the statements by several N. F. W. A. members at the New York convention that there were instances where freight solicitors and other railway agents had, notwithstanding classification rules, advised shippers that household furniture did not have to be securely wrapped, crated and boxed when shipped in carload lots. Regional claim conferences had been asked to put a stop to that practice, Mr. Green said, and he urged warehousemen to report such instances to him.

Some day the railways hoped to engage actively in cooperative freight container research work with trade associations, Mr. Green said, adding:

"This presumably would mean, in the case of your association, a thorough, scientific study, by engineers trained in the art of packing, crating and boxing goods for transportation, to develop the types of containers which give efficient service at the bed-rock minimum of cost. At the end of such a study it would be

possible to compile an authoritative manual of instructions, including diagrams showing in detail just how the various articles should be protected; the kind and thickness of wood to be used under certain conditions, the size, kind and number of nails to be used for specified crates and boxes, etc.

"Whether research work of this kind would pay in your business, you perhaps are best able to judge; but if the experience of other trades may be taken as a guide, it would seem that the matter is worthy of consideration."

Mr. Green alluded to the course in proper boxing and crating conducted by the Forest Products Laboratory and recommended the course to all warehousemen.

Figures showing how claims on household goods had been reduced during 1922 as compared with the previous year were here cited by Mr. Green. These figures were published in detail in the June issue of *Distribution & Warehousing*. Mr. Green added that:

"We feel that no small part of this good showing is due to the cooperation we are receiving from the members of this association, and we believe when our agents are better educated in the requirements for the safe transportation of household goods, especially L. C. L. shipments, a much greater reduction in the claims can be made. This would have the natural effect of increasing your business, because we are informed that one of the greatest objections to shipping household goods is the fear that they will be damaged in transit. A very small risk ought to be one of the strongest selling arguments."

President Bateman commented that many members were not giving proper consideration to claim filing. He commended the practice of the Cleveland Furniture Warehousemen's Association in having local freight agents attend the annual outing. "It is an excellent idea and it will pay other communities to do likewise," he said.

The question was discussed: "What should be a proper charge for handling pool cars?" Discussion indicated the charge ranges from 15 to 25 cents a hundred pounds in various parts of the country, depending on conditions locally. S. C. Blackburn was of the opinion that some basis should be established to enable a warehouseman to figure in advance the transfer charge.

Mr. Ford moved that, in the absence of notice to the contrary, 15 cents should be considered the customary minimum charge by N. F. W. A. members, but if warehousemen desired to charge more they should register with Secretary Wood their intention to make a higher charge. After some discussion this motion was adopted. It was brought out that in at least one city the charge is 33 1/3 cents.

Insurance

REPORTING as insurance committee chairman, Walter C. Gilbert, New York, recommended that the N. F. W. A. directors have a practical insurance man connected with the headquarters in Chi-

cago to handle this problem. "We believe," he said, "that such a man could save at least \$250 per year to the member. The expense of such a man could be met by charging the member a small percentage of the amount saved." The Gilbert report concluded:

"We recommend the Security Mutual Co. of Chicago to members of the association. They have been tried and not found wanting. They are furnishing public liability and public damage at a price that should be attractive to every

COLD STORAGE BRANCH IS BENEFITED

WHEN the N. F. W. A. delegates entered the dining room of the Grand Hotel at Mackinac Island, Mich., they found printed on the menu card the following:

"Absolutely no cold storage poultry or fish used in this hotel."

Before many meals had been served a heavy rule-line had been surcharged across the inscription, obliterating it.

It became known later that President Bateman of the N. F. W. A. and President Morse of the A. W. A. had requested the hotel management to take this action, the association executives explaining that the presence of such a text was harmful to the cold storage branch of the industry. The hotel management gave assurance that the inscription would not be placed on the menu cards thereafter.

member. They are A-1 in every respect. We recommend this indorsement by the association.

"We further recommend the van contents coverage as submitted by Cornwall & Stevens to the members, and if our members will give them their van contents insurance we can in a short time reduce the cost of this coverage to the lowest possible figures. We recommend that the association indorse their proposal."

Both recommendations were adopted by the association.

Earlier in his report Mr. Gilbert explained the details of these two insurance situations and they will be printed in full in *The Furniture Warehouseman*.

Long-Distance Hauling

THE important problem of long-distance moving was brought to the convention's attention by W. Lee Cotter as chairman of the committee on intercity long-distance removals. The industry realized that something must be done to stabilize this situation, he said, and there ought to be some middle ground for a meeting of minds. He explained in detail the new regulation bill in Ohio, since placed in force, and told how Ohio warehousemen, cooperating with truck interests, had succeeded in having fea-

tures incorporated which reacted to their advantage. Alluding to the truck regulation bill which the national electric railway interests were endeavoring to have enacted in the various States, Mr. Cotter told the members they were faced with harmful regulation of traffic on intercity highways and with unjust taxation should that bill be passed. He urged warehousemen not to oppose taxation, as protest would be useless, but to cooperate in having equitable legislation enacted.

Mr. Cotter said that a large percentage of the Ohio warehousemen would adopt the same rates. These rates are set forth in a resolution adopted some weeks ago by the Cleveland Furniture Warehousemen's Association and indorsed at a meeting of Ohio warehousemen held on the boat trip from Cleveland to Mackinac Island prior to the N. F. W. A. convention. The Cleveland resolution reads:

"Resolved, that the members of the Cleveland Furniture Warehousemen's Association recommend the adoption of the following rates for intra-State long-distance hauling of household goods and personal property with van and two men:

"Up to 300 cu. ft. 75c. per mile.
"From 300 to 600 cu. ft. \$1.00 per mile.
"From 600 to 750 cu. ft. \$1.25 per mile.
"All over 750 cu. ft. \$1.50 per mile.

"Plus \$4 per hour for loading and unloading, and for any additional men, \$1 per hour for each man. If necessary to hoist or lower piano, an additional charge of \$7.50 for each operation. An extra charge of \$5 for handling grand piano with the load."

The Cleveland firms subscribing to this resolution are John Becker, Scott Bros. Fireproof Storage Co., Lincoln Storage Co., Lakewood Fireproof Storage Co., Windermere Transfer & Moving Co., Neal Fireproof Storage Co., Redhead Storage Co., Lake Shore Moving & Storage Co. and Andrews Furniture Storage Co.

Mr. Cotter told the N. F. W. A. members that it would be folly to get into large intercity moving investments until warehousemen knew just what the legislation affecting the industry was to be in the various States; first, he declared, the industry would work out a uniform law.

C. J. Neal, Cleveland, said the Ohio situation had developed a definite idea how best to handle truck transportation. The railroads were not going to give up without a struggle, he declared, and would lobby before all State Legislatures, and the question for warehousemen to decide was whether they should assist truck transportation and get the right kind of legislation or side with the carriers. Ohio warehousemen had joined with the automotive interests in effecting a compromise law, and the entire industry should do likewise.

Mr. Cotter expressed opinion that as soon as the electric railway interests discovered that warehousemen would be willing to accept regulation rather than oppose it, they would be willing to cooperate; he believed that if the N. F.

W. A. went on record along this line, it would find the electric railway interests ready to join in preparing a uniform law.

W. T. Bostwick moved it to be the sense of the convention that the National take sides with the truck interests in an effort to have a uniform law enacted in the various States. Mr. Cotter thought the only feasible way was for the association to draft such a law and have the Commissioners on Uniform State Laws handle it. Such a law could be approved at the next N. F. W. A. convention, he thought, and it then might take the commissioners several years to have it enacted. Milo W. Bekins, Los Angeles, moved that this work be undertaken.

The Bostwick and Bekins motions were both adopted.

Discussion of the question, "Is the Formation of a Long-Distance Moving Company by the Members of the N. F. W. A. Feasible?" brought forth the statement by W. Lee Orcutt, St. Louis, that the St. Louis and down-State Illinois members were planning to organize such a company among themselves; members would buy stock, the profits would be used to buy equipment, and dividends would be paid in proportion to the amount of business furnished by the company's members.

W. Fred Richardson



Re-elected 4th vice-president N. F. W. A.

Mr. Orcutt agreed to give the Cotter committee a comprehensive outline of the plan in advance of the next convention.

Mr. Bostwick expressed opinion that the time was not yet ripe for the N. F. W. A. as a body to organize such a company, and the problem at present was largely a local one.

The committee on rates, Milo W. Bekins, chairman, submitted its report, which included a base rate long distance hauling table which, prepared by the committee, was explained in detail by the vice-chairman, Melvin C. Bekins, Omaha.

The rates in the table are based on a 3000-lb. load of household goods transported by motor truck, the committee believing the weight basis to be preferable to the cubic foot basis used in some parts of the country. See page 22 for table and explanation thereof.

Cost Finding—Labor

IN his report as chairman of the cost accounting committee, Mr. Bostwick announced that since the January convention the National Association of Cost Accountants had distributed widely copies of the N. F. W. A. cost finding system and had received from 300 to 400 other requests for copies—from universities, research organizations, cost accountants, etc. The Cost Accountants' association was considering the preparation of a uniform system with the N. F. W. A. document as a basis, he said.

P. J. Mills, Des Moines, chairman of the labor committee, in his report de-

Grant Wayne



Re-elected director N. F. W. A.

scribed labor conditions in many industries and declared that "the building propaganda is so extensive that there is a shortage of skilled labor in the building trade." He reviewed various strike situations and Court and labor board decisions and union activities. Alluding to warehousing, he said in part:

"There is considerable difference in wages and conditions in the different localities, but on the whole the situation is rather satisfactory.

"In Minnesota the labor supply is normal; wages are about 10 per cent higher. In Chicago and New York the only real unsatisfactory conditions exist. Wages have increased in Chicago \$2 a week and in the main there is a shortage of labor, although in some plants the supply has remained normal. The building program has lured many men from their usual vocations. The situation is the same in New York, only there has been no increase in wages, the agreement made when the union was broken not having yet expired. If the demands of our business continue to keep up, New York may expect some advance in the near future.

"The conditions in the large cities do not prevail throughout the States in which they are situated, and very good reports come from the smaller cities and

towns. In the South, from Texas to Maryland the supply is normal, except in the East, where there is some shortage reported. Generally speaking, there has been a slight increase in wages, but not exceeding 10 per cent in any instance. Alabama reports some shortage, owing to what might be called an exodus of colored labor to the North, where common labor is short and there is a promise of high wages.

"In California the supply is normal and there has been no increase in wages. On the north Pacific Coast, in Washington and Oregon there has been a slight increase not to exceed 10 per cent, both where unionized and where they are not. * * * In St. Louis our industry is unionized and contracts are made between the unions and the local organization. This is a great improvement over individual agreements, as all of one's competitors are on the same basis. On April 7 an advance of about 20 per cent was granted. In British Columbia labor is plentiful."

Other Discussions

T. Y. LEONARD, Detroit, in his report as chairman of the committee on motor vans and moving equipment, reviewed the report he made at the

John R. Driver



New director N. F. W. A.

January convention. He suggested the N. F. W. A. communicate with George L. Lee, New York, traffic manager of the American Railway Express Co., with a view to learning whether that organization would give the National's members a carload rate, based on delivery in the car and taking delivery from the car. President Bateman thought that if the National could show the express company a sufficient volume of business a rate could be obtained which would be satisfactory. Mr. Bateman said the idea would be referred to the proper committee.

Reporting as chairman of the reciprocal relations committee, Mr. Neal said he had hoped to present something more definite on the negotiations with the American Warehousemen's Association looking toward an amicable adjustment of the two organizations' relations. He alluded to the so-called peace conference in Pittsburgh in June, attended by W. W. Morse, C. A. Aspinwall, W. E. Halm, Joseph W. Glenn and Gardner Poole, representing the A. W. A., and F. L. Bateman, Ralph J. Wood, C. J. Neal, S. C. Blackburn, James F. Keenan and Walter C. Reid, representing the N. F. W. A., and declared that a unanimous decision was reached for formulating action whereby duplication of efforts and conventions could to some extent be dispensed with and the work be directed along one line. The situation was progressing, Mr. Neal said, and before fall it was expected one or more joint meetings would be held either between the reciprocal relations committees or the directors. Mr. Neal believed some definite plan would be worked out before long.

Discussion led to a suggestion from the floor that the National hold only one meeting a year. President Bateman and others strongly opposed this idea, Mr. Bateman expressing the thought that if the two national organizations reach a reciprocal arrangement it might be highly desirable for them to meet jointly in winter convention.

The following nominating committee was elected for next year—Chairman, Charles D. Strang, Brooklyn, member at large, with 78 votes; E. M. Bond, Nashville, Tenn., representing southern division, with 78 votes; Frank Hebbard, Chicago, representing central division, with 69 votes; Judson M. Davis, Los Angeles, representing western division, with 62 votes, and C. Van Wyck Mott, Washington, D. C., representing eastern division, with 47 votes.

Trailer Manufacturers Revive Their National Association

THE trailer business has just shown very definite signs of new vitality through the resurrection of the Trailer Manufacturers Association of America. At a recent meeting of leading manufacturers, held in Detroit, the new plans were unanimously approved and a membership committee was appointed to superintend a general reorganization of the association. Headquarters have been established in the United States Realty Building, at 115 Broadway, New York, in charge of Allan P. Ames, who will act as secretary of the membership committee and handle the affairs of the association through his Trade Association Service organization.

At the Detroit meeting Mr. Ames laid stress upon the fact that the trailer manufacturers were the only branch of the automotive industry without the benefit of co-operative organization. He said that although comparatively a small

group the trailer makers had much to gain through working with the other automotive organizations composing the Motor Vehicle Conference Committee. He called attention to the fact that the Department of Commerce is devoting increased attention to trade associations and that unorganized industries were handicapped in getting a hearing at Washington and in taking advantage of the growing disposition of all Government departments to help business in practical ways.

According to views expressed at this meeting the trailer industry faces big opportunities for extension. One of the reasons given was the tendency of State legislature to limit truck loads to a point that would make it more economical to supplement the hauling capacity of motor trucks with trailers. Another reason advanced was the increasing interest in farmer co-operative marketing

organizations, which are studying the best means of delivering their products at central selling points.

Twenty of the leading trailer manufacturers of the country are now on the Association's membership rolls and an intensive effort will be made to double this membership within the next three months. For the present, until the resources of the industry are fully organized, the association will concentrate its energies upon legislative work, co-operative publicity to truck dealers and users, and the collection and distribution of statistics and other information of general interest to the trade.

The Membership Committee, in charge of reorganization work, consists of Henry M. Wood, Trailmobile Co., Cincinnati, Chairman; Charles H. Martin, Martin Rocking Fifth Wheel Co., Springfield, Mass., and M. E. Crow, Troy Trailer & Wagon Company, Troy, Ohio.

East Defeats West, 6—3, in Diamond Struggle

E A S T							W E S T						
	AB	R	H	PO	A	E		AB	R	H	PO	A	E
Jackson, c	4	1	1	12	3	0	Zimmerman, 3	4	1	0	3	2	0
L. Schram, 3	2	0	0	0	0	0	N. David, c	3	1	1	10	5	0
Cassidy, 2	2	0	0	2	0	1	Harder, 2	1	0	0	3	1	0
Roeller, 2	2	0	1	0	0	0	Strube, 1	3	1	1	5	1	0
Croul, 1	2	2	1	6	0	1	Burgeson, cf	3	0	1	0	0	0
White, cf	2	1	1	0	0	0	Iredale, ss	3	0	0	0	1	0
Shanahan, lf	2	1	1	0	0	0	McAuliff, p	3	0	2	0	3	0
Bragg, ss	3	1	3	1	0	0	Murray, lf	3	0	2	0	0	0
Dunlop, rf	3	0	0	0	0	0	Hackett, rf	3	0	0	0	0	0
Knipe, p	2	0	0	0	2	0							
Total	24	6	8	21	5	2	Total	26	3	7	21	13	0

Two-base hits—McAuliff (2), Burgeson. Three-base hit—Jackson. Home runs—Croul, David. Stolen bases—Schram (2), Zimmerman, Harder, Strube. Sacrifice—Schram. Double plays—Zimmerman, Harder, Strube, White and Shanahan. Left on bases—East 9; West 4. Bases on balls—Off Knipe, 2; of McAuliff, 9. Hit by pitcher—By McAuliff (Dunlop). Struck out—By Knipe, 12; by McAuliff, 9. Umpires (fair to middlin')—Walter Wyman, Broadway Storage Co., Providence, R. I., and Col. A. C. Boyden, Portland Cement Association. Attendance—146 partisan warehousemen, one church congregation, one uncertain cheer leader, one water tender, sixteen hotel chambermaids, thirty Mackinac residents (horses included), and three Fords. Official scorer—Ye Ed. of "Two Bits."

East 0 1 0 0 1 1 3 — 6
West 2 0 0 1 0 0 0 — 3

If memory serves, the East-West series now stands two and two, and the game next summer should be a Herculean battle of future Big League timber. The prize is a silver cup donated by W. L. Taylor, Chicago, secretary and treasurer of the Trans-Continental Freight Co. By its victory this year the East possesses the cup until next summer at least.

Banquet and Sports

ON the final evening, the 12th, the banquet was held, talks being made by President Bateman, President Morse of the A. W. A., E. B. Gould, Charles S. Morris, James F. Keenan and Douglas Malloch, the poet.

The warehouse representatives participated in a drawing for an A. W. Neal handy saw, which was won by A. A. Botz, Memphis, Tenn., attending his first N. F. W. A. convention.

W. L. Smith, Cincinnati, chairman of the golf committee, announced the results of the tournament for the Milo W. Bekins silver cup as follows:

1—Walter Thiebault, Chicago, with low gross score of 75; prize, 12 golf balls.
2. F. E. Grigsby, Portland, Ore., with low gross score of 84; prize, 6 golf balls.
3. Melvin Bekins, Omaha, with low gross score of 86; prize, 6 golf balls. 4. J. H.

Troyer, Chicago, first low net score; prize, 12 golf balls. 5. William T. Bostwick, New York, second low net score; prize, 12 golf balls. 6. Arthur Morgan, New York, third low net score; prize, 6 golf balls. Putting contest, first prize, Frederic Fechheimer, Chicago; prize, 12 golf balls. Second prize, tie between Milo W. Bekins, Los Angeles, and W. A. Morton, Newark, N. J. On the toss of a coin the former received the prize, 12 golf balls.

The "booby" prize, a miniature indoor golf set donated by B. G. Miller, was won by "Tom" Jackson, whose score was announced at 999 for 18 holes.

Grant Orth, Pasadena, Cal., was pronounced champion quito pitcher of the N. F. W. A.

The East won the baseball game from the West, 6 to 3. The box score is published herewith.

Definite Growth Marks Progress of National Distributors' Association

*With Adoption of New By-Laws and Election of More Members, Shippers' Body Expects 100 Per Cent Expansion
Before Its December Convention*

REVISED by-laws have been adopted by the National Distributors' Association, comprising traffic and sales representatives and other officers of nationally-known manufacturing companies which distribute their products through public warehouses.

With the election of Dr. Kilmer & Co., Binghamton, N. Y., and the Maytag Company, Newton, Iowa, to membership, thirty-two companies are now identified with this organization, once known as the Shippers' Warehousing & Distributing Association, the new name having been selected at the Cleveland convention last December. Thirty-one of the companies are active members and one is an associate member.

The growth has been slow, but it may be stated that seven of the thirty-two members have come in within the past few months, stimulated perhaps by added encouragement given by the merchandise warehousemen who are the customers of the companies comprising the shippers' body.

The revised by-laws more nearly express the purposes for which the National Distributors' Association was organized. To quote Article II:

The By-Laws

ARTICLE I of the revised by-laws sets forth the name of the association. Article II defines the association's purposes, as quoted. Article III states that the organization shall be in two divisions, as follows:

"Active membership shall be limited to manufacturers or merchants who distribute merchandise through, or store merchandise in, public warehouses. Membership shall be held in the name of the company. Each member company shall appoint a membership representative, or when desired two membership representatives may be appointed to represent different departments of the business, either one of whom may be empowered to cast the company's vote. Voting power is lodged in the active membership only.

"Associate membership may be held by any business concern not eligible to active membership but having an interest in the shippers' problems relating to physical distribution of merchandise, with the exception of carriers and warehouse operators. Such associate members shall be entitled to full service of the association and to attend all open meetings of the association, but shall

"The purposes of this Association shall be as follows:

"To render service to shippers in the solution of their problems pertaining to the physical distribution of their merchandise.

"To serve the membership as a clearing house for experience and information.

"To work toward the standardization of service, practices, business documents, rules, regulations, etc., in relationships between shippers and warehousemen and the furtherance of cooperation between them."

With the purposes clearly defined and approved by the present membership, a campaign for new members has been put under way by the association's managing director, R. O. Eastman, head of R. O. Eastman, Inc., a service and research organization with headquarters at 7016 Euclid Avenue, Cleveland. A number of companies whose accounts are widely handled by warehousemen have indicated their intention to join the organization shortly and there seems to be every prospect that the membership will be at least doubled by the time the association holds its fourth annual convention this coming fall. In the aggregate, the accounts of the present members as handled in warehouses are more than 1260 in number.

HOW IT GROWS:

THE election of two new members to the National Distributors' Association is announced by R. O. Eastman, Cleveland, managing director, as follows:

Dr. Kilmer & Co., Binghamton, N. Y. Representative, J. B. Hadsell, treasurer. Company distributes proprietary medicines through ten public warehouses.

The Maytag Company, Newton, Iowa. Representatives, L. B. Maytag and R. A. Brandt. Company distributes washing machines through eighteen public warehouses.

not be entitled to participate in executive sessions nor to vote.

"Membership shall be conferred by a majority vote of the board of directors.

"The secretary, general counsel and managing director shall *ipso facto* be entitled to full active membership privi-

leges regardless of their eligibility through their individual business connections."

The other articles of the revised by-laws are as follows:

"Article IV: The management of this association shall be vested in a board of eleven directors, consisting of the officers, of five additional directors elected by the membership and of the general counsel and managing director, *ex officio*.

"The board of directors shall create from time to time such standing committees as will in its judgment facilitate the work of the association, members of such committees to be appointed by the president and to report as he directs to the board of directors or to the association. The president shall appoint such special committees as the interests of the association may require.

"Article V: Officers of the association shall be as follows: Executive officers, to be chosen by the membership, shall be a president, a vice-president, a secretary and a treasurer. Appointive officers, to be appointed by the board of directors, shall be a general counsel and a managing director. The duties of the executive officers shall be those that usually appertain to their respective of-

fices in like organizations, and they shall also perform such other duties as may be prescribed by the board of directors. The duty of the general counsel shall be to advise the association, its board of directors or officers, on all legal matters arising in connection with the business of the association. The duty of the managing director shall be to direct the business of the association, the operation of the service of the association, the development of membership and the conduct of the headquarters office, in accordance with such authority as may be vested in him by the association or the board of directors.

"The board of directors may create and fill other appointive offices as the needs of the association may require them.

"Article VI: The association shall hold at least one general meeting in each calendar year, to be known as the regular annual meeting.

"The time and place of such meeting shall be determined by the board of directors, and a notice thereof shall be sent to each member at least thirty days before such meeting. Other meetings may be called by the board of directors or by the president with the authority of the board of directors upon the written request of at least ten members, when the interests of the association demand such meeting.

"At any meeting of the association 25 per cent of the members in attendance shall constitute a quorum.

"Meetings of the board of directors, and rules governing such meetings as called thereof, shall be determined by the board of directors.

"Article VII: The annual election shall take place at the annual meeting of the association. Executive officers shall be chosen for the period of one year and directors for a period of three years. The election of a director to an executive office shall be considered as creating a vacancy in his directorship, and a successor shall be elected for his unexpired term. Vacancies occurring after the annual meeting through resignation, withdrawal of membership or other causes, shall be filled by appointment by the board of directors for the remainder of the year only. Members in arrears for six months or more shall be suspended or dropped by action of the board of directors.

"Officers and directors elected at the annual meeting shall take office immediately following such election.

"Article VIII: Membership dues for active membership shall be \$50 a year, payable from the date of admission to membership. Dues for associate members shall be one-half the dues of active members.

"Membership may be terminated at any time by voluntary withdrawal on the part of the member or by action of the board of directors. Members voluntarily withdrawing are liable for dues for the year in which they withdraw. Members dropped by action of the board of directors shall have their dues refunded for the remaining portion of the year in which they are dropped.

"Membership dues are paid for services rendered, and the payment of membership dues do not entitle members who withdraw or are expelled to any interest in the assets of the association.

"Article IX: Robert's Rules of Order shall govern the conduct of the meetings of the association.

"Article X: These by-laws may be amended at any annual meeting by a majority vote of the members present at such meeting, or by referendum vote by mail conducted with the authority of the board of directors, when votes must be received from at least one-half the active membership and a majority of such votes shall be determinate."

The foregoing by-laws were approved by the association's general counsel, F. D. Campau, general counsel of the Furniture Manufacturers' Association, Grand

MR. SHIPPER: JOIN!

IN the countrywide business of distributing goods through public merchandise warehouses, there are problems of common interest to shipper and storage executive.

The National Distributors' Association, comprising representatives of shippers, was organized to attack those problems for their own benefit and for the good of the warehouse industry.

The value of having a trade association with definite purposes and objectives is too well known to require comment here. The N. D. A. is THE trade association of shippers who use public warehouses.

All manufacturers who do their distributing by this method will find it of advantage to belong to the N. D. A. Dues, \$50 annually.

There are good reasons why the N. D. A. exists. If you are a shipper, let the association's officers tell you what they are. Drop a line of inquiry to the managing director, R. O. Eastman, 7016 Euclid Avenue, Cleveland.

Rapids, Mich., before being approved by the members.

Committees

SIMULTANEOUSLY with the adoption of the new by-laws, the association's president, John Simon, manager of branch distribution of the Keystone Steel & Wire Co., Peoria, Ill., announced revised committees, as follows:

Legislative—Chairman, C. G. Yates, traffic manager, Vick Chemical Co.; F. D. Campau, general counsel, Furniture Manufacturers' Association.

L. C. L. Tracer—Chairman, H. D. Burnham, vice-president and traffic manager, Central Oil & Gas Stove Co.; Eugene Wallace, traffic manager, The Kel-

log Co.; E. M. Hammond, traffic manager, The Mentholum Co.

Trade Relations—Chairman, H. W. Tilden, assistant secretary, Aunt Jemima Mills Co.; L. D. Snow, traffic manager, Lever Brothers Co.; Eugene Wallace, traffic manager, The Kellogg Co.

Finance—Chairman, John Simon, manager branch distribution, Keystone Steel & Wire Co.; John J. Sinnott, traffic manager, F. F. Dalley Co.; Eugene Wallace, traffic manager, The Kellogg Co.

The Membership

VIRTUALLY 100 commodities nationally known because nationally advertised pass through public warehouses from the factories of the N. D. A.'s members—candies, cereals, chemicals, cough drops, drugs, flypaper, flours, food products, furniture, jams and jellies, kitchen cabinets, medicines, milk and milk products, salts, shoe polishes, soaps and soap products, steel products, stoves, sugars, tapioca, wire products, washing machines, washing powders and many others.

The association's membership comprises the following:

Aunt Jemima Mills Co., St. Joseph, Mo. Representative, H. W. Tilden, assistant secretary.

Beech-Nut Packing Co., Canajoharie, N. Y. Representatives, W. W. Barnes, manager of traffic, and E. A. Nellis, manager of sales.

Bon Ami Co., New York. Representative, J. A. Gerlin, traffic manager.

Carnation Milk Products Co., Chicago. Representative, E. S. De Pass, traffic manager.

Central Oil & Gas Stove Co., Gardner, Mass. Representative, H. D. Burnham, vice-president and traffic manager.

Citrus Soap Company of California, San Diego. Representative, George T. Franck, secretary and treasurer.

Colgate & Co., New York. Representatives, D. M. Pomfret, traffic manager, and William G. Martin, warehouse division.

Colorado Condensed Milk Co., Colorado.

F. F. Dalley Company, Hamilton, Canada. Representative, John J. Sinnott, traffic manager.

Drackett Chemical Co., Cincinnati. Representative, Wing & Evans, Inc., New York.

J. B. Ford Co., Wyandotte, Mich. Representative, J. M. McFarlane, department sales manager.

Furniture Manufacturers' Association, Grand Rapids, Mich. Representatives, Frank E. Jones, traffic department; C. P. Thomson, traffic manager, and F. D. Campau, general counsel.

Chester F. Hogle Co. (associate member), Chicago. Representatives, Chester F. Hogle and U. M. Sapp.

The Hebe Company, Chicago. Hoosier Manufacturing Co., New Castle, Ind. Representative, C. V. Wake, traffic manager.

Horlick's Malted Milk Co., Racine, Wis. Representative, A. H. Barnes, traffic manager.

The Kellogg Company, Battle Creek,

Mich. Representative, Eugene Wallace, traffic manager.

Keystone Steel & Wire Co., Peoria, Ill. Representative, John Simon, manager branch distribution. Mr. Simon is the association's president.

Dr. Kilmer & Co., Binghamton, N. Y. Representative, J. B. Hadsell, treasurer.

Lever Brothers Company, Cambridge, Mass. Representative, L. D. Snow, traffic manager.

William H. Luden, Inc., Reading, Pa. Representative, A. F. Kalbach, sales manager.

The Maytag Co., Newton, Iowa. Representatives, L. B. Maytag and R. A. Brandt.

The Mentholum Co., Buffalo, N. Y. Representative, E. N. Hammond, traffic manager.

Minute Tapioca Co., Orange, Mass. Representative, Harry B. Kidder, traffic manager.

Mohawk Condensed Milk Co., Oconomowoc, Wis.

National Sugar Refining Co., New York. Representative, Charles Nelson Dodge, traffic manager.

New England Confectionary Co., Boston. Representative, Charles E. Butman, traffic manager, and Charles E. Reed, sales manager.

Niagara Alkali Co., Niagara Falls, N. Y. Representative, Dr. J. L. K. Snyder,

superintendent, and J. J. Hailey, traffic manager.

O. & W. Thum Co., Grand Rapids, Mich. Representative, Verne O. Dodge, traffic manager.

The Palmolive Company, Milwaukee, Wis. Representative, G. W. Hortsman, manager production and warehousing, and A. M. Craig, assistant director sales and advertising.

Procter & Gamble Distributing Co., Cincinnati. Representative, A. M. Wood, warehousing department.

Vick Chemical Co., Greensboro, N. Y. Representative, G. C. Yates, traffic manager. Mr. Yates is the association's treasurer.

Wanted: Uniformity of Practice in Pool Car Distribution

The Warehouseman's Viewpoint Is Here Set Down*

By ANSON M. TITUS

Secretary, Massachusetts Warehousemen's Association

THE United States Government, desiring to utilize the railroad facilities of this country economically and to their fullest capacity, instituted regulations tending to compel the loading of freight cars to capacity, and as a result placed a penalty in the form of increased rates on the shipment of less than carload lots of merchandise.

In order to overcome this penalty shippers of small lots of merchandise have taken advantage of the full carload rates by pooling their interests and shipping several small lots in a car as one lot and completing the separation and delivery of the individual lots at the destination of the full carload.

This has caused development along the lines of distribution of cars, and as much of this work is being

entrusted to warehousemen, it necessitates some readjustment in warehouse practice to accommodate the new class of business.

Two kinds of carloading present themselves:

First, where a shipper fills his car with one kind of merchandise but having a specific number of packages to be delivered to each of several consignees.

Second, the kind that embraces two or more shippers, each having a small lot of merchandise to be shipped to various consignees and who have pooled their interests and placed their shipments together in one car under a full carload rating.

In either case the warehouseman faces a distribution problem upon the receipt of the car.

Scope of Inquiry

IN initiating the study of this subject, your secretary sent inquiries to thirty-three associations having to do with the warehouse industry, asking their methods of conducting this class of business.

Some of these associations are not functioning, others meet only occasionally, and still others have not come in contact with this class of work. In one or two instances individuals have presented answers for their associations. To date twenty-one replies covering fifteen States have been received, so it seems that the replies should give a reasonable consensus of opinion for our purpose.

The range of practice varies from the

warehouseman who insists on conducting his business on a regular storage and handling basis to the man who simply performs the clerical work and has no physical contact with the merchandise.

The Questions Asked

SEVEN questions were put to these correspondents, and an analysis of the replies follows:

1. How are your charges determined? Is it a flat rate per car or is it based on weight or on number or nature of packages?

Answer: Two handle this class of business by a flat rate per car, varying somewhat by the nature of the commodity. One makes a flat rate per 100 lb. The balance resolve the rates to a weight basis, with variations according to their personal ideas, such as a rate

per package within certain weight limits, or a rough classification according to nature of package and commodity. The State of Minnesota has a well developed warehouse tariff, and there they make a distribution charge of 75 per cent of the regular warehouse handling charge.

2. What does the charge include? Handling, assorting, car unloading, platform charges for a limited number of hours, delivery, etc?

Answer: This question invoked the greatest variety of answers, which ranged from nothing to everything. One warehouse assumes only the clerical work of checking, turning the physical work over to a trucking company. Another warehouse includes everything from the time of arrival of car to the delivery of the goods at the customer's door. The other replies indicated varying de-

*Report submitted to Massachusetts Warehousemen's Association.

gresses of service between these limits.

3. Is the distribution made directly from the car or is unloading made to platform or warehouse space before delivery?

Answer: Six concerns conduct their distribution business directly from the freight car on its arrival. One adds 25 per cent to its distribution charge if the goods are handled through the warehouse. The majority recognize the necessity for an assorting space either on platform or in warehouse, and consider this a part of the warehouse service.

4. Is any variation made in charges because of the number of consignees, number of packages, or variety of packages? If so, what?

Answer: The majority of replies indicate no variation because of the number or variety of packages. One or two indicate an extra charge in extreme cases. Those using a flat rate vary their price according to separations.

5. Are tagging, billing, reshipment, etc., included, or is an additional charge levied when these are required?

Answer: Marking and billing are generally reckoned as extra charges, but one concern includes this service while making an extra charge for assorting. Three or four would include this work gratis if required.

6. Is drayage service provided and how are its charges determined and regulated?

Answer: Near uniformity is shown in the replies to this question, all but one providing drayage service, but charging extra for it. The exception includes drayage, but makes additional charges for overhaul.

7. Or do you find it advisable to treat this class of work as a regular storage and handling proposition and assess your regular warehouse charges?

Answer: About half the replies consider pool car distribution as a service apart from regular warehousing, but nearly all place undelivered portions in the warehouse on a regular storage and warehouse basis after the elapse of free time.

Some Conclusions

IT seems that the distribution of pool cars is a business which should be developed by warehousemen. They pos-

UNIFORMITY WILL BUILD BUSINESS

LACK of uniformity in merchandise warehouse practices is a subject which was discussed in a series of letters from traffic managers and storage executives to *Distribution & Warehousing* about four years ago, the discussions leading to the organizing, by manufacturing companies, of the National Distributors' Association.

That same lack of uniformity prevails today. It will continue to exist until traffic managers and warehousemen are given a deeper understanding of one another's problems.

Pool car distribution is one phase of warehousing in which shippers and storage executives are very far apart—indeed, too widely separated for the business good of both.

This article deals with the pool car phase. The first part of the text is in the form of a report submitted to the Massachusetts Warehousemen's Association by Anson M. Titus, secretary. The second part comprises a letter received by *Distribution & Warehousing* from a traffic manager who routes products through more than sixty storage plants.

These are important contributions to the subject of pool car distribution. Each indicates the continued lack of uniformity. Both traffic manager and warehousemen will find something in them which is of informative value.

.....

sess the facilities for the proper transaction of this work. Security, responsibility, efficiency are stock in trade, and these are requisites of the pool car shipper.

The customer who permits distribution from a car on a public siding courts pilfering, damage from the elements, liability to error and has no place for unclaimed goods. It is essential that he should require a shelter for the prompt

execution of service in all kinds of weather, should eliminate damage and loss to as great a degree as possible and have a safe depository in case of delays.

These requirements are best fulfilled by a warehouse in good standing which, for the proper conduction of this work, should provide a sheltered platform or a warehouse space for unloading, assorting and delivering merchandise.

A clerk should be provided for the checking of shipments, and labor should be at hand for unloading and handling.

Inasmuch as these are strictly warehouse attributes, and as this association has already developed a storage and handling classification covering a wide range of commodities, the distribution charge can be quickly read from your tariffs as regular storage and handling, or a percentage thereof.

Other services may be required, such as billing, marking, tagging, drayage, collections and cash advances, but these should be assessed as a charge over and above the distribution charge, and the amounts can be covered by a schedule of prices incorporated in the Terms and Conditions of the warehouse.

Distribution cars will also pave the way for other and new business, as the pool car shipper cannot fail to see the wisdom of having local stock on hand for immediate delivery under the direction of salesmen, and he will naturally utilize the warehouse that has served him well.

The one complaint against pool cars seems to be the unwillingness of shippers to pay an amount commensurate with the work involved, but to within a few years this has been true of all warehouse service.

Now a change has taken place among our members. In their cost-finding studies they have acquired a foundation on which they can firmly stand and demand a rate equitable with the service rendered.

Members are advised not to consider this a final report, as the subject is a live one, being discussed all over the country. You are earnestly asked to communicate your criticisms and further ideas to the secretary, that a future bulletin may be more enlightening.

The Shipper's Viewpoint Is Here Set Down

By A TRAFFIC MANAGER

EDITOR, *Distribution & Warehousing*: The writer, traffic manager for one of the largest independent packers of canned meats in the country, with a national distribution, read with considerable interest your article in the June issue entitled "Distribution One of the Chief Themes of Discussion at National Chamber of Commerce Convention." Also noted Mr. W. Lee Cotter's remarks on "Pool Car Shipments as an Aid to Distribution," which are very appropriate at this time.

Having used this method of distributing the products

of this company during the past five years the writer came in contact with quite a number of warehouses in all sections of the country and a few remarks in reference to the writer's experience in dealing with warehouses should be interesting to both the warehouse industry and shippers alike, especially about one of the most important services rendered by warehouses, namely:

"The Distribution of Pool Cars."

By shipping pool cars manufacturers can save large amounts on freight charges, and I am citing an example:

Logical Consolidation

LARGE quantities of our products are consumed on the Pacific Coast. The l.c.l. rate to Seattle, Wash., for instance, is \$3.11 per hundredweight, or \$1.40 per case of our products, and anyone can readily see that it would be impossible for this company to compete in the Pacific Coast markets if we would have to ship entirely by l.c.l. freight.

However, we have jobbing customers in most of the cities of the State of Washington, who purchase from twenty-five to 150 cases of our products when our salesmen call on them. These orders are consolidated and shipped in one car to a warehouse, the most logical point in this instance being Seattle, as a large quantity of our products are consumed right in Seattle.

As we have a rate of \$1.70 per 40,000-lb. car, and a rate of \$1.35 per 60,000-lb. car, we save \$1,056 on every 60,000-lb. car we ship.

Figuring that one-half of the contents of a car are reshipped to other cities on an average rate of 6 cents per hundredweight, or \$180 on the merchandise reshipped, and figuring the handling, drayage and other charges by warehouses as \$75 a car, which would be a maximum charge (provided the entire car is immediately distributed; otherwise storage charges would be added), there still remains a saving of \$801 per car, or \$1.33 per hundredweight, or 60 cents per case.

This saving of the difference between carload and l.c.l. rates alone enables us to enter these far distant markets on a competitive basis.

Quicker Time—Condition

ANOTHER advantage of the pool cars is the time saved in delivering merchandise to the customers. We have made a few l.c.l. shipments to Seattle which were in transit about six weeks, while most of our cars shipped to Seattle arrive within two weeks from date of shipment, and one car even arrived on the eleventh day after leaving our plant.

Furthermore, merchandise shipped in cars reaches destination in much better condition, as the frequent transferring of l.c.l. shipments from one car to another will often weaken the best of containers, and frequently l.c.l. shipments arrive at destination in damaged condition, with damage claims the result.

These freight claims could be reduced to a minimum by shipping straight cars.

Warehousemen: Attention!

THE writer believes that now is the time for the warehouse industry to explain to the shippers of the country the advantages of making pool car shipments, the use of negotiable warehouse receipts, time saved in delivering merchandise, and other advantages of using warehouses.

Closer cooperation with shippers and carriers, lots of publicity, should develop new business for the warehouses and give the carriers more carload business, which they need to make the profit to which they are entitled.

While the writer finds a great deal of praise for the warehouse industry, yet he has to criticize the entire industry on a few things that have come to his notice while dealing with warehouses:

1. Each one of the sixty or more warehouses that we use in all sections of the United States uses a different form in reporting the arrival of cars, reporting local deliveries or freight shipments they make for their patrons.

2. Some warehouses charge for handling into and out of storage, separately for storage; others use a flat rate in making up their charges. Some base their charges on quantity, others on weight. Some warehouses charge for reports, making out bills of lading, postage used in forwarding reports, etc., and it takes a great deal of time and experience to check monthly statements from warehouses.

3. It happens sometimes that shipping orders that we send to the warehouses are filled incorrectly. There might be various causes for this, but most of the errors are made by shipping wrong size packages. These errors are very

THE writer of this letter requested that his identity be not disclosed, but he adds that—

"If any warehouseman wants to have further details, I will be glad to answer any letters on this subject, and you may give him my address."

annoying at times, and other shippers using public warehouses have, no doubt, had similar troubles due to carelessness in filling orders.

For this reason we request from these warehouses, where we carry spot stocks, a monthly report of shipments made and a monthly stock report to enable us to verify our own invoices, as our clerical force is not infallible and wrong entries might have been made on our stock records which could be detected only by comparison of warehouse reports with our records.

Some of our warehouses send these reports as part of their systems; to others a number of letters have to be sent explaining the necessity of such monthly reports before these are sent.

Some Suggestions

THE minor troubles of the patrons of warehouses could be eliminated if the entire industry would carefully consider the following suggestions:

1. Give your earnest support to the work started by the Department of Commerce on Standardization of Warehouse Forms. This is very important for you warehousemen, and this work should be carried through until satisfactory forms to be used by the entire industry have been decided on.

2. Hold frequent meetings with your employees. Some of them might suggest something for the improvement of your business or for the elimination of condi-

tions in your warehouse unknown to the executive.

3. Answer promptly letters you receive from your customers; the day you receive these letters, if possible. Some warehouses we have used are so dilatory in answering our letters we have been compelled to change to others.

4. It is the writer's opinion that warehouses should employ someone familiar with freight rates, capable of making up schedules of rates from their city to the more important towns in their trade territory. Such schedules sent to their patrons and prospective customers, together with literature on pool cars, etc., would convert many a shipper into a firm believer in and patron of warehouses.

I trust these lines will be of some value to you in the splendid publicity work you are doing in behalf of the shippers, warehouses and carriers of the country.

The Truck's Invasion

The first instance of the motor vehicle virtually putting a branch line of railway out of business brought to the attention of the Interstate Commerce Commission is discovered in a decision, handed down by the Commission in Washington, on July 24, authorizing the New York, New Haven & Hartford Railroad Co. to abandon a branch line in Franklin County, Mass.

"In 1918, the last year of operation," the Commission's decision says, "the total freight tonnage was 378 tons, and the revenue from passenger traffic was \$5.74. It is claimed that the decrease in traffic has been due principally to the use of motor trucks and automobiles. The applicant represents that there is no apparent need for resumption of the service discontinued during the Federal control period, and that it is desirable that the line be abandoned so that it may be relieved from the obligations under its existing mortgages to maintain the property in good operating condition.

"Upon the facts presented we find that the present and future public convenience and necessity permit the abandonment by the applicant of the branch line of railroad described in the application. A certificate to that effect will be issued."

Discrimination Alleged

Montgomery warehousemen who store cotton, together with their local Cotton Exchange and Chamber of Commerce, have filed with the Interstate Commerce Commission a brief contending that transit privileges on cotton at Atlanta were discriminatory against Montgomery and should either be withdrawn or extended to Montgomery.

In the brief the instance is cited of Atlanta's privilege to draw cotton from all stations of the Louisville & Nashville Railroad in Alabama, warehouse and re-ship it on a through rate basis, whereas Montgomery must pay full combination of local rates, the Montgomery Merchants thus suffering to the extent of 17 cents per 100 pounds. The Montgomery interests ask that the two cities be placed on an equal basis with regard to rates.

Explanation of N.F.W.A.

Long Distance Moving Base Rate Table for Household Goods*

By MILO W. BEKINS

General Manager Bekins Fireproof Storage, Los Angeles, and

By MELVIN C. BEKINS

Manager Bekins Omaha Van & Storage, Omaha

DURING the past year or so there has been considerable interest displayed by members of the National Furniture Warehousemen's Association in long-distance moving. There are some members who have had sufficient foresight to realize that moving by motor truck at distances up to 500 and 600 miles is not only practical but also economical, and that the people of the United States are demanding this class of service in preference to the pack-and-ship-by-rail.

Those who are giving this class of service can testify that this end of the business is growing by leaps and bounds, and that you warehousemen who are refusing to render this service will not only lose all your custom-

ers for short-haul-pack-and-ship business, but will also lose in the same degree those customers for your local storage and moving.

In the past, most warehousemen who have offered to do long distance moving have had no basis for rates except on a contract price. This, I believe you will agree, is not the correct method of charging.

The N. F. W. A. rate committee has therefore made an endeavor to figure out a Long Distance Moving Base Rate Table whereby any warehouseman can select a table of rates, figured on a per hundredweight basis, which will net him any given figure per truck he may care to earn.

Weight vs. Cu. Ft. Basis

THERE seems to be some difference of opinion regarding how long-distance moving rates should be based. I understand that the Big-4 Transfer Co., in which some of the warehousemen are interested, are operating on a cubic foot

basis, whereas in a number of other localities the weight basis is used.

In California, five years ago, we started doing our long-distance work on a weight basis. It took a little while to educate the men in the industry up to the fact we thought this was the proper method of handling this work, but we believe that at the present time all of the warehouse concerns in California operate on this basis, and none of them would care to go back to the old contract price.

In California we have no trouble convincing the customer as to what is meant by charging so much per hundred pounds, as it simply follows in the footsteps of the railroad companies.

As to the cubic foot basis of figuring, we would be glad to have anyone using that method submit a table along the same lines as our Long-Distance Moving Base Rate Table. The warehousemen of the country could then judge for themselves as to which would be the more practical.

How Bekins Table Operates

By referring to Part I of our Base Rate Table, you will find an explanation as to how the rate is made. The rates are based on the assumption that a 3000-pound minimum is about the lowest minimum that it is economical to haul as an individual load. All rates will therefore be based on the assumption that the

THE BACKGROUND

A CONSTRUCTIVE feature of the convention of the National Furniture Warehousemen's Association in July was the presentation by the rate committee of a "Long-Distance Moving Base Rate Table for Household Goods."

This table, published in full herewith, is on the weight basis and was worked out by the committee's chairman, Milo W. Bekins, and its vice-chairman, Melvin C. Bekins.

Transporting household goods by motor truck over long distances constitutes one of warehousing's biggest unsolved problems of today in relation to methods, rates, types of equipment, legislation, taxation and other fundamentals. Consequently any contribution to this field of thought becomes invaluable to the men in the industry, and it will be recognized that this Bekins base rate table is worth careful study.

Long Distance Moving Base Rate Table

Part I

REVENUE EARNED PER MILE ON A BASE LOAD OF 3,000 LB.:

	"A"	"B"	"C"	"D"	"E"	"F"	"G"	"H"	"I"
4,000 Lb. Load....	.40	.50	.60	.70	.80	.90	1.00	1.10	1.20
5,000 Lb. Load....	.50	.60	.70	.80	.90	1.00	1.10	1.20	1.30
6,000 Lb. Load....	.60	.70	.80	.90	1.00	1.10	1.20	1.30	1.40
7,000 Lb. Load....	.70	.80	.90	1.00	1.10	1.20	1.30	1.40	1.50
8,000 Lb. Load....	.80	.90	1.00	1.10	1.20	1.30	1.40	1.50	1.60
9,000 Lb. Load....	.90	1.00	1.10	1.20	1.30	1.40	1.50	1.60	1.70
10,000 Lb. Load....	1.00	1.10	1.20	1.30	1.40	1.50	1.60	1.70	1.80
11,000 Lb. Load....	1.10	1.20	1.30	1.40	1.50	1.60	1.70	1.80	1.90

The purpose of these tables is to give the user a Base by which he can determine the rate to quote on the weight basis, so that he can earn a given rate per truck mile.

Part I, above, shows the rate per mile earned on various loads from 3,000 pounds to 10,000 pounds. Column "A" gives a rate based on 40 cents per mile for 3,000 pounds; Column "B", 50 cents per mile; and so on, in 10 cent steps, up to and including Column "I", which is figured on \$1.20 per mile.

In Part II (shown on opposite page), Column "X" represents mileages from which the rates in Columns "A", "B", "C", "D", etc., of Part I, are derived.

The rates in these columns of Part II—i. e., Columns "A" to "I" inclusive—are for handling 3,000 pounds. The rate per 100 pounds for all weight over 3,000 pounds is figured in Column "Y".

In brief the formula is as follows: Multiply the mileage times the rate at the top of the column, adding \$15 for loading and unloading the 3,000 pounds. For weight over 3,000 pounds, 1 cent per mile per 100 pounds, adding 25 cents per hundredweight for loading and unloading.

*Paper presented at Mackinac Island, Mich., convention of National Furniture Warehousemen's Association.

rate quoted is for hauling 3000 pounds.

Therefore the first line of figures under "A," "B," "C," "D," etc., shows the revenue which can be earned per mile on a 3000-pound load.

The next line of figures shows the revenue on a 4000-pound load, and so on down to a 10,000-pound load.

These figures do not take into consideration the cost of pick-up and delivery, which is commonly known as loading and unloading. The charge for this service, however, is added into the rate in the figures in Part II of the table, and is figured on \$15 or 50 cents per hundredweight for pick-up and delivery on 3000 pounds. This feature, however, has nothing whatsoever to do with the cost per mile.

For all loads exceeding 3000 pounds 1 cent per mile per hundredweight is added to 25 cents per hundredweight for loading and unloading all weight after the minimum has been reached.

By referring to Part II, you will find the rates for handling a minimum load of 3000 pounds for any number of given miles up to 100 miles, and under column "Y" you have the rate per hundredweight for all weight exceeding 3000 pounds. First you must determine what rate per mile for any certain size truck you care to work under and use that particular column of Part II.

These tables could be continued up to any given number of miles desired by following the formula given in the fourth paragraph of Part I:

"Multiply the mileage times the rate at the top of the column, adding \$15 for loading and unloading the 3000 pounds. For weight over 3000 pounds, 1 cent per mile per 100 pounds, adding 25 cents per hundredweight for loading and unloading."

Method for Use Locally

Or another plan can be followed—that of listing all of the towns, including the mileages, from a city like Chicago; and, after determining the base under which you are going to work, fill in the rate for each of the cities. This, we believe, is the more practical method for you in the local associations.

These rates are based on the one-way mileage only, and if, for example, an individual has a three-ton truck on which he is hauling one way only and must earn 50 cents per mile, he would therefore have to use column "D," which shows \$1 per mile for a 6000-pound load hauling one way. It should be remembered that you are getting paid for your pick-up and delivery in addition to the rate per mile as shown.

Long Distance Moving Base Rate Table

Part II

"X" Mileage	"A"	"B"	"C"	"D"	"E"	"F"	"G"	"H"	"I"	"Y"
15	21.00	22.50	24.00	25.50	27.00	28.50	30.00	31.50	33.00	40c
16	21.40	23.00	24.60	26.20	27.80	29.40	31.00	32.60	34.20	41
17	21.80	23.50	25.20	26.90	28.60	30.30	32.00	33.70	35.40	42
18	22.20	24.00	25.80	27.60	29.40	31.20	33.00	34.80	36.60	43
19	22.60	24.50	26.40	28.30	30.20	32.10	34.00	35.90	37.80	44
20	23.00	25.00	27.00	29.00	31.00	33.00	35.00	37.00	39.00	45
21	23.40	25.50	27.60	29.70	31.80	33.90	36.00	38.10	40.20	46
22	23.80	26.00	28.20	30.40	32.60	34.80	37.00	39.20	41.40	47
23	24.20	26.50	28.80	31.10	33.40	35.70	38.00	40.30	42.60	48
24	24.60	27.00	29.40	31.80	34.20	36.60	39.00	41.40	43.80	49
25	25.00	27.50	30.00	32.50	35.00	37.50	40.00	42.50	45.00	50
26	25.40	28.00	30.60	33.20	35.80	38.40	41.00	43.60	46.20	51
27	25.80	28.50	31.20	33.90	36.60	39.30	42.00	44.70	47.40	52
28	26.20	29.00	31.80	34.60	37.40	40.20	43.00	45.80	48.60	53
29	26.60	29.50	32.40	35.30	38.20	41.10	44.00	46.90	49.80	54
30	27.00	30.00	33.00	36.00	39.00	42.00	45.00	48.00	51.00	55
31	27.40	30.50	33.60	36.70	39.80	42.90	46.00	49.10	52.20	56
32	27.80	31.00	34.20	37.40	40.60	43.80	47.00	50.20	53.40	57
33	28.20	31.50	34.80	38.10	41.40	44.70	48.00	51.30	54.60	58
34	28.60	32.00	35.40	38.80	42.20	45.60	49.00	52.40	55.80	59
35	29.00	32.50	36.00	39.50	43.00	46.50	50.00	53.50	57.00	60
36	29.40	33.00	36.60	40.20	43.80	47.40	51.00	54.60	58.20	61
37	29.80	33.50	37.20	40.90	44.60	48.30	52.00	55.70	59.40	62
38	30.20	34.00	37.80	41.50	45.40	49.20	53.00	56.80	60.60	63
39	30.60	34.50	38.40	42.30	46.20	50.10	54.00	57.90	61.80	64
40	31.00	35.00	39.00	43.00	47.00	51.00	55.00	59.00	63.00	65
41	31.40	35.50	39.60	43.70	47.80	51.90	56.00	60.10	64.20	66
42	31.80	36.00	40.20	44.40	48.60	52.80	57.00	61.20	65.40	67
43	32.20	36.50	40.80	45.10	49.40	53.70	58.00	62.30	66.60	68
44	32.60	37.00	41.40	45.80	50.20	54.60	59.00	63.40	67.80	69
45	33.00	37.50	42.00	46.50	51.00	55.50	60.00	64.50	69.00	70
46	33.40	38.00	42.60	47.20	51.80	56.40	61.00	65.60	70.20	71
47	33.80	38.50	43.20	47.90	52.60	57.30	62.00	66.70	71.40	72
48	34.20	39.00	43.80	48.60	53.40	58.20	63.00	67.80	72.60	73
49	34.60	39.50	44.40	49.30	54.20	59.10	64.00	68.90	73.80	74
50	35.00	40.00	45.00	50.00	55.00	60.00	65.00	70.00	75.00	75
51	35.40	40.50	45.60	50.70	55.80	60.90	66.00	71.10	76.20	76
52	35.80	41.00	46.20	51.40	56.60	61.80	67.00	72.20	77.40	77
53	36.20	41.50	46.80	52.10	57.40	62.70	68.00	73.30	78.60	78
54	36.60	42.00	47.40	52.80	58.20	63.60	69.00	74.40	79.80	79
55	37.00	42.50	48.00	53.50	59.00	64.50	70.00	75.50	81.00	80
56	37.40	43.00	48.60	54.20	59.80	65.40	71.00	76.60	82.20	81
57	37.80	43.50	49.20	54.90	60.10	66.30	72.00	77.70	83.40	82
58	38.20	44.00	49.80	55.60	61.40	67.20	73.00	78.80	84.60	83
59	38.60	44.50	50.40	56.30	62.20	68.10	74.00	79.90	85.80	84
60	39.00	45.00	51.00	57.00	63.00	69.00	75.00	81.00	87.00	85
61	39.40	45.50	51.60	57.70	63.80	69.90	76.00	82.10	88.20	86
62	39.80	46.00	52.20	58.40	64.60	70.80	77.00	83.20	89.40	87
63	40.20	46.50	52.80	59.10	65.40	71.70	78.00	84.30	90.60	88
64	40.60	47.00	53.40	59.80	66.20	72.60	79.00	85.40	91.80	89
65	41.00	47.50	54.00	60.50	67.00	73.50	80.00	86.50	93.00	90
66	41.40	48.00	54.60	61.20	67.80	74.40	81.00	87.60	94.20	91
67	41.80	48.50	55.20	61.90	68.60	75.30	82.00	88.70	95.40	92
68	42.20	49.00	55.80	62.60	69.40	76.20	83.00	89.80	96.60	93
69	42.60	49.50	56.40	63.30	70.20	77.10	84.00	90.90	97.80	94
70	43.00	50.00	57.00	64.00	71.00	78.00	85.00	92.00	99.00	95
71	43.40	50.50	57.60	64.70	71.80	78.90	86.00	93.10	100.20	96
72	43.80	51.00	58.20	65.40	72.60	79.80	87.00	94.20	101.40	97
73	44.20	51.50	58.80	66.10	73.40	80.70	88.00	95.30	102.60	98
74	44.60	52.00	59.40	66.80	74.20	81.60	89.00	96.40	103.80	99
75	45.00	52.50	60.00	67.50	75.00	82.50	90.00	97.50	105.00	100
76	45.40	53.00	60.60	68.20	75.80	83.40	91.00	98.60	106.20	101
77	45.80	53.50	61.20	68.90	76.60	84.30	92.00	99.70	107.40	102
78	46.20	54.00	61.80	69.60	77.40	85.20	93.00	100.80	108.60	103
79	46.60	54.50	62.40	70.30	78.20	86.10	94.00	101.90	109.80	104
80	47.00	55.00	63.00	71.00	79.00	87.00	95.00	103.00	111.00	105
81	47.40	55.50	63.60	71.70	79.80	87.90	96.00	104.10	112.20	106
82	47.80	56.00	64.20	72.40	80.60	88.80	97.00	105.20	113.40	107
83	48.20	56.50	64.80	73.10	81.40	89.70	98.00	106.30	114.60	108
84	48.60	57.00	65.40	73.80	82.20	90.60	99.00	107.40	115.80	109
85	49.00	57.50	66.00	74.50	83.00	91.50	100.00	108.50	117.00	110
86	49.40	58.00	66.60	75.20	83.80	92.40	101.00	109.60	118.20	111
87	49.80	58.50	67.20	75.90	84.60	93.30	102.00	110.70	119.40	112
88	50.20	59.00	67.80	76.60	85.40	94.20	103.00	111.80	120.60	113
89	50.60	59.50	68.40	77.30	86.20	95.10	104.00	112.90	121.80	114
90	51.00	60.00	69.00	78.00	87.00	96.00	105.00	114.00	123.00	115
91	51.40	60.50	69.60	78.70	87.80	96.90	106.00	115.10	124.20	116
92	51.80	61.00	70.20	79.40	88.60	97.80	107.00	116.20	125.40	117
93	52.20	61.50	70.80	80.10	89.40	98.70	108.00	117.30	126.60	118
94	52.60	62.00	71.40	80.80	90.20	99.60	109.00	118.40	127.80	119
95	53.00	62.50	72.00	81.50	91.00	100.50	110.00	119.50	129.00	120
96	53.40	63.00	72.60	82.20	91.80	101.40	111.00	120.60	130.20	121
97	53.80	63.50	73.20	82.90	92.60	102.30	112.00	121.70	131.40	122
98	54.20	64.00	73.80	83.60	93.40	103.20	113.00	122.80	132.60	123
99	54.60	64.50	74.40	84.30	94.20	104.10	114.00	123.90	133.80	124
100	55.00	65.00	75.00	85.00	95.00	105.00	115.00	125.00	135.00	125

In the September Issue "How to Equip Your Repair Shop"

The eleventh of P. L. Sniffin's articles on motor trucks in relation to warehousing will discuss the economic advantages of maintaining a private garage in conjunction with the public storage plant. It sets down some pointers in handling small fleet service, layout of garage, equipping the repair shop, etc.

Tariff Structure Maintenance vs. Rate-Cutting

*Was the Keynote of C. W. C. Convention at St. Paul—Story
of an Unusual Meeting of Warehousemen*

By KENT B. STILES

ANALYSIS of conditions which have prevailed in the public merchandise warehouse business in recent months has brought to observers the definite impression that rate-cutting is being practiced, even by many widely known storage executives who in past times have been wont to advocate eloquently on the floor of the industry's conventions that tariffs based on intelligent knowledge of costs be maintained in justice to the warehouseman who is entitled to earn fair profits and to the shipper who demands good service.

Discussion tending to confirm that impression took place at the semi-annual meeting of the Central Warehousemen's Club, at St. Paul, on July 16-18. The subject of unfair competition—unfair both to the men of warehousing and to their customers, the storers—was the keynote of a convention which was unlike any other meeting which the executives of this industry have held anywhere in recent times.

The members of the Central Warehousemen's Club have a rate guide. It is not a document for dictating rates. It provides bases only. Using the guide, a warehouseman, knowing his costs, can select any one of the bases offered in it and, working from that selected base, hope so to operate his business that he can obtain for his company a profit commensurate with the service he sells, and yet a profit which will not be objectionably high to the manufacturer.

Many hours of unselfish labor were spent in preparing that guide and subsequently in revising it, until to-day it stands as one of the outstanding documents which warehousing as an industry has produced. It was scientifically constructed, and is being utilized by many warehousemen in all parts of the country who are not members of the Central Club.

Unfortunately for the industry, it is evident that there are many warehousemen who, while professing to believe in the

guide and in its basic soundness, are departing from its teachings. It is this class of men within the industry that is creating alarm on the part of those warehousemen whose experience in business has given them the conviction that operation founded on the C. W. C. guide means definitely that a warehouseman is not doing business below what it costs to do business.

It is apparent that many of the departures from the use of the rate guide have been impelled, while not necessarily compelled, by pressure brought to bear by the type of shipper who shops around for lower rates without considering that the inevitable result of getting rates which do not repay the warehouseman's costs will be service inferior to the service which the best minds in warehousing today are endeavoring to provide.

When cutting of rates leads to doing business below costs, this in turn leading to poorer service for the shipper, what is the storing public going to think? Perhaps the answer to this question is to be found in the following quotation from an address on the subject by the Central's president, George Hamley, at the St. Paul convention:

"If you cut the rate on one commodity, what is your conscience going to say in regard to the rates you are charging to your loyal customers who have been with you for many years? If you reduce your rate from 7½c. to 6¼c. base for one man, what right have you to discriminate against your good customers who have stood by you for years and paid the legitimate rates you asked? In the same way, if you cut the rate on handling any commodity for the purpose of meeting competition, you are not just to your own customers and your customers' commodities; you should also cut the rate on other commodities to avoid discrimination."

THE convention was called to order by the president, George Hamley, Minneapolis. The report of the secretary, George A. Rhame, Minneapolis, showed a membership of 166 members, the following companies having been elected since the annual convention in Cleveland last December:

Commercial Warehouse Co., Oklahoma City, Okla.; Crooks Terminal Warehouses, Kansas City, Mo.; Ford Transfer & Storage Co., Council Bluffs Iowa; McDougall Terminal Warehouse Co., Duluth, Minn.; McMillan Transfer, Coal & Storage Co., Fort Collins, Colo.; Merchants Fireproof Storage Co., Dallas, Texas; Merchants Storage & Transfer Co., Denver, Colo.; Parke & Son Co., Decatur, Ill.; Parsons Storage Co., Parsons, Kan.; Red Line Transfer & Storage Co., Des Moines, Iowa; Tarry-Elkins Transfer & Storage Co., Wichita Falls, Texas; Texas Fireproof Storage Co., Waco, Texas; Union Transfer & Storage Co., Houston, Texas; Williams Transfer & Storage Co., Trinidad, Colo.

Mr. Rhame said July 15 found the

association with all debts paid and a bank balance of nearly \$1,260, with all expenses paid to August 1 and with incoming dues amounting to about \$1,000.

Alluding to the Merchandise Storage and Warehouse Handling Chart, prepared last year by Mr. Rhame as secretary of the Minnesota Warehousemen's Association (and published in the July, 1922, issue of *Distribution & Warehousing*), Mr. Rhame announced that another similar chart would be issued on October 1.

The new document will be based on returns from warehousemen and will show the storage and handling rates on forty representative commodities.

Distributed at the convention were copies of the C. W. C.'s Merchandise Handling Cost Report No. 4, issued under date of July 1. This document, compiled from individual members' handling costs reports, presents "a dependable foundation from which defendable and adequate rates can be determined to cover the handling of commodities into and out of the warehouses." The report

covers some 175 commodities, ranging from agricultural implements to zinc.

MR. HAMLEY, in his report as president, after reviewing briefly the history of the C. W. C., touched on present conditions, saying in part:

"For two years now, we have been going through a period of depression. Things are not as good in the storage business as they were a few years ago. It is necessary that we sit down in our sober moments here in Minnesota and talk over certain things being done in connection with the operation of the storage business in the various localities covered by the Central Warehousemen's Club and see if we cannot correct some of the defects and improve some of the conditions which have obtained during the past two years by reason of the depression in business. With this object in view, we have constructed a program that we believe for today anyway, covers those things in which we as merchandise storage warehousemen are most concerned.

"You will find by reference to our program that we start right in on 'Warehouse Practices—Constructive and Destructive.' There was an object in putting that at the very outset of our meeting and the use of those words 'constructive and destructive.' For ten years the Central Warehousemen's Club has been proceeding along constructive lines. Warehousemen in this organization have done a lot of real hard constructive work to bring the storage business up to the high level which we believe it is entitled to and with a view of making the business profitable as well as interesting to ourselves; and if we are not careful, the destructive element that has made itself apparent the last two years, if continued, is going to destroy all the good things done by we warehousemen in the ten years past. It is the same old story—a building will burn down a good deal more quickly than anyone can ever build it.

"I want to sound a note of warning at the very outset—it is very necessary that we as warehousemen engaged in business in the territory covered by the Central Club, pay strict account to these things being done by warehousemen in our respective localities which are proving a menace to the business.

"During a period of depression, certain conditions arise which are absent during periods of prosperity. One thing which seriously menaces the storage business is the fact of there being so much vacant space in buildings operated by concerns not engaged in the business of storage. It is only natural that men engaged in other enterprises, finding themselves possessed of considerable space which they are not using, branch out and find some means of using that space temporarily so as to get some remuneration from it during the dull period in the line of business in which they are engaged.

"I would urge you warehousemen not to take a matter of that kind too seriously. To begin with, the storage business is a business of itself. It embraces the use of storage facilities, service to the public and responsibility. Now, having built up such a business in your own community, you are absolutely wrong when you find a competitor in the presence of some other man engaged in some other business having some space to rent to somebody in order to return a temporary income. You should not consider him in the sense of a competitor because he goes out and rents space for less money than you can afford and if you try to meet his prices, if you make certain concessions, it breaks down the very fiber of scientific rate making upon which your storage business is founded.

"Another menace is this: During a period of prosperity, a number of people from the outside, observing that the warehousemen are getting along fairly well and apparently making some money, are attracted to the business. Many who have come into the business the past few years, know very little about conducting a storage business successfully except what they have observed from

you men engaged for some years in the industry. We are all agreed that the only way anybody can conduct a storage business successfully is from actual experience. It is entirely different from a merchandising business. There are so many pitfalls, so much responsibility to be assumed, the business is so peculiar in itself, that it is necessary, in order to conduct a storage business successfully, a man must go through a long period of apprenticeship and learn the business from actual experience.

"We have endeavored as an organization to attract new men to the organization in order to set them right and to give them an opportunity to learn

EVER STOP TO THINK ABOUT THIS?

HERE is a common-sense thought addressed to warehousemen by one of the delegates who attended the St. Paul convention of the Central Warehousemen's Club:

"When you buy products from a manufacturer, he doesn't let you name the price of his products.

"When a shipper comes to you for storage, don't let him name the price for your product—service.

"Make your own price—based on costs."

quickly some of the things it has taken us years to acquire, in the hope that they will conduct their business along safe and sane lines. However, newcomers in the business and some who have been engaged in it for years, commence to become frightened just as soon as business drops off a bit. They lay in wait for the other fellow's customers, cut prices, and go ahead and do business on a floating basis without any anchorage whatever.

"We have learned that the only real anchorage is that of scientific rate making and the elimination of discrimination. If you are going to get along with your customers and build up a storage business that is going to be successful in season and out of season, in fair weather as well as foul weather, you have to conduct it in such a way that you will command and keep for yourself the confidence of the storing public.

"Under the system of scientific rate making which has been constructed by the members of this organization, embodied in the Central Warehousemen's Club Guide, which has been published and distributed broadcast throughout the country, you have something that it is absolutely safe to tie to, figured out for yourself, based on your cost of doing business—how much money you should have for the space you have to sell in your warehouse together with that charge you should make for handling the various commodities which you are of necessity asked to handle in connection with the operation of your stor-

age business; and when you have found out what your costs are and the base for making your charge for the use of your storage facilities and service in connection with the same, it is suicidal for you to attempt to follow the practices of the fellow who knows very little about the proper conduct of a storage business and who goes out and cuts rates without rhyme or reason.

Equity for Customers

"IT is a matter of conscience. If you cut the rate on one commodity, what is your conscience going to say in regard to the rates you are charging to your loyal customers who have been with you for many years? If you reduce your rate from 7½¢ to a 6¼¢ base for one man, what right have you to discriminate against your good customers who have stood by you for years and paid the legitimate rates you asked? In the same way, if you cut the rate on handling any commodity for the purpose of meeting competition, you are not just to your own customers and your customers' commodities; you should also cut the rate on other commodities to avoid discrimination.

"You fellows who are following such practices are going to be in hot water; you are going to come up in the course of time against a lot of dissatisfied customers who will find that if you are willing to give in on one commodity, naturally you will be willing to give in on others. You will get back to conditions as they were ten years ago, when you found it necessary to have an argument on your hands every time a prospective customer came along to store merchandise. He would sit down with a sharp pencil and proceed to figure out for how little you could store and handle his goods and that you were grossly overcharging him in asking him to pay your rate and should take his commodity at a greatly reduced price, and having succeeded in doing this, he passed out of your office, in all probability with the thought in mind that if he had borne down a little harder on you, he might have succeeded in getting a lower rate.

"Where you have a published tariff, you are looking to your own interests. Figure out a fair and reasonable rate and then stick to it. The customer, having satisfied himself that you have a real foundation for conducting your business, goes out with real confidence that he has received fair treatment and that no one else is receiving a lower rate. He doesn't argue and harass you as he did in days gone by. He accepts your rates as something figured out on a fair and reasonable basis.

"Personally, I have found out that the storing public is not so much concerned about storage rates as they make out when some traffic manager or sales manager comes into your place to get a rate. The fluctuations in the price of commodities is so great in one way or another that I have been told time and again that the matter of storage rates, as long as they are anywhere near fair and reasonable, does not come into the price of commodities at all or whether



Delegates to the summer convention of the Central Warehousemen's Club. Photograph taken on grounds of the White Bear Yacht Club, where the Minnesota association was the host

we will be given a surplus of merchandise to carry in our warehouses for future distribution.

"There is altogether too much apprehension on the part of warehousemen today as to the demand for lowered rates. It is my firm belief, based upon actual contact with large storers of merchandise, that they are willing to pay a fair price. If you will stand firmly and show them in a good, reasonable, sensible way why you have to have such a price for storing and handling such a commodity, they will be satisfied.

Leadership

"ONLY a small percentage of the men engaged in the storage business today realize the importance of the place which we should hold in our respective communities. I tell you men this morning that, in the storage business, as custodians of merchandise you are in as important a position as the leading bankers of the country. The banker has no greater responsibility. He handles money—you handle merchandise. You ought to be leaders in your community, both in the conduct of your business and in civic matters in the locality in which you live. They have begun to find it

out in Minnesota. I say with a great deal of pride that the State is beginning to realize that the storage industry is one of the big industries; they are calling more and more upon the storage men to help solve the problems which arise; they are beginning to recognize the fact that men who can conduct a storage warehouse successfully are men of good judgment, men of some brains; and they are beginning to use us. It is high time that we ourselves woke up to the fact that we should be leaders in our community, and while we are getting some money out of the conduct of our business, let us get enough so that we can step out with our fellows in other lines of industry in the cities in which we live and help them to do the big things in connection with our country.

"In connection with leadership, you very often make a mistake when you bow to the will of your customers in regard to certain demands they make upon you. When a customer comes into your office or when you go into his office, you should at least be on a parity with him—you are just as big as he is. It is up to you to endeavor to lead him rather than have him lead you in the line of thought in regard to any pros-

pective deal in the storage business or anything else. The more you do that, the more you will have. You will be recognized by leaders in other lines as a representative of an industry that is worth while and that is commencing to be one of the leading industries of the country.

"There are a lot of men in the storage business today who consider themselves as freight handlers. You men going into the storage business—it is not merely a freight handling proposition fraught with a lot of hard work and responsibility. There is an opportunity for a man engaged in the storage business to broaden himself, to broaden his business and take on a good many things in connection with the conduct of the storage business which we don't seem to realize today.

"The loaning of money in connection with the storage of merchandise is coming to be a large factor in the storage business. If you sit idly by and wait for some of them to come to you and merely handle their merchandise as a freight proposition—taking a man's goods in, storing them and then handing them back to him—you are not going to get very far. If you meet the demands



Arrows point: Right, George Hamley, Minneapolis, president Central Warehousemen's Club; left, W. W. Morse, Minneapolis, president American Warehousemen's Association

of the day and help a man finance himself, or show him how, you will be doing something for yourself as well as for the industry. There are two ways of doing this—one by the use of negotiable warehouse receipts with which you are all familiar. It is beginning to be realized that negotiable receipts are among the safest instruments banks can put loans. Some of our bankers consider negotiable warehouse receipts issued by Minnesota warehousemen as good collateral as they can get hold of, and are mighty glad to get all they can.

"Then there is another way. Consult with your customer; find out his requirements. If the bank feels it cannot advance sufficient money so he can finance his product, use your own brains and the money at your command; see if you cannot figure out a way he can handle his business through your warehouse, giving you some remuneration for the space which you have to sell. I don't mean by this for any warehouseman to take on any proposition which is unsafe. It doesn't mean, if a man through the use of negotiable warehouse receipts is unable to get enough money, that he has reached the last fence. It has been figured out that he can handle certain com-

modities through a public warehouse and borrow money on them, using the warehouseman's credit. I am not referring now to men who are very light financially. You will find in your own cities some of your best rated financial people are looking for ways and means at certain seasons of the year to take on a stock of merchandise and store with warehousemen for distribution later, and if given some suggestions and help from you as good, live brainy warehousemen, they will be able to finance themselves and give you some good business.

Field Storage

"ANOTHER branch that has not been developed much, at least in this part of the country, is field storage. We find up in this northern part of the country certain lines of industry which have to be financed during part of the year and which find the country bankers entirely unable to take care of them financially with notes in the usual way. So they come to somebody in the large cities, banks or somebody else, and ask for help. They don't know what kind of help they are going to get—they are in the dark as to that. They are going to produce a certain amount of

merchandise, they are going to pack it and put it on the market, and in order to do it, they are going to need a large sum of money at certain seasons of the year. They are not going to pack their product into box cars and ship it to the large cities, thereby causing large freight charges, additional handling and sometimes an additional back haul. They are going to find out some way in which they can be financed in which the merchandise can be handled on a more economical basis. They are coming to warehousemen and putting the proposition up to them, asking the warehouseman to go out to their place of business, take over a lease on a certain part of their buildings in which this merchandise is stored, lock up this merchandise and issue negotiable receipts so that the manufacturers may use them as collateral in obtaining the money which they need.

"Some of you know about it; some of you may shake your heads at it and some may look askance. I want to tell you that in these northern States some of us have tried and others have shaken their heads at it. Other people not engaged in the storage business are coming in here and undertaking to handle

this proposition, connecting up with the storage program a selling program, which gives them a very big remuneration, and they are making a good deal of money.

"I say that a gathering like this, of men from a good many communities who have had real experience in the business, should get their heads together and study how a business of that kind can be developed for ourselves. Why should we sit idly by and allow others not engaged in the storage business to go into something which we might just as well take unto ourselves and make a good profit, thereby developing the storage business and adding to our power to do good for ourselves? It is a service to the community at large.

"Up in the northern States, we have six months of warm weather and six months of cold weather, which is no growing season, and during the six months of the growing season it is necessary that certain vegetables and fruits be taken care of and packed so as to be distributed among the people in this community during the balance of the year. It is necessary that something be done for the packer so that he can be taken care of, or he won't produce the goods. Unless the warehousemen or somebody comes to his rescue and figures out for him some plan so that he can produce a good average pack, he naturally curtails his production. If he curtails production it is naturally going to affect prices later on in the season and the householder is going to find it is going to cost more money; or else it will mean reduced prices by reason of warehousemen having helped the packer to produce and pack a good crop for distribution at a later date.

"Gentlemen, I leave it to you as warehousemen to sit down with your banker and figure out some safe and proper manner in which to finance a proposition of this kind, and render a real service to your community, rather than to wait for the packer to help himself in a small way and then come to your door and use you as a freight handler.

"I want you to understand that you can develop the storage business to much greater magnitude than it is being conducted today if you will give the proper study and thought to it and endeavor to branch out in the storage business and not confine yourselves to the little everyday things. I speak to the old men in the business as well as to the new men who have come in. And I say to you new men coming into the storage business who are finding it rather hard going, lay off your competitor in your own town, use your brains to develop your business, develop it in a little different way, study it, find out what men are doing in other parts of the country, find a new proposition that looks good to you and go out and get back of it. It will not be long before you will be just as big or bigger than your competitor and you will have proved yourself worthy for having obtained it for yourself rather than have stolen it from your competitor who was rightfully en-

titled to it because he was first in the business and built up his business along legitimate lines."

Warehouse Practices

MR. HAMLEY read a paper, "Warehouse Practices, Destructive and Constructive," which had been prepared by E. A. H. Baker, Denver, president of the Colorado Transfer and Warehousemen's Association, who was unable to attend the convention.

Mr. Baker alluded to after-war conditions—"the greatest industrial crisis in history, deflation and depression." He continued:

"Our industry, which modernized itself during the war, inevitably was caught in the net and suffered. The tendency of prices was downward, tremendous pressure was brought by the manufacturer, wholesaler, retailer and broker alike on the warehouseman for a reduction in labor, in storage and distribution.

"Labor costs remained the same, building costs were not lessened and hardly a noticeable reduction was visible in the distribution end; therefore, warehousemen were confronted with a serious problem. In some localities it meant a closing of branch offices by certain manufacturers and a subsequent closing out of warehouse stocks, all of which was a loss of revenue to the warehousemen.

"To a great many members of our industry it was a plain and recognizable fact that volume must be sought if prices were materially reduced; therefore, the reason for springing into existence 'the warehouse broker,' full of promises and ability to collect fees in advance for business impossible to secure. The field was large, but accounts were few and abnormal tendencies prevailed.

"Desires for shopping was apparent among many of the biggest shippers, jobbers and manufacturers in the country. The result was that a change was made in one or two cities to warehouses offering a much more favorable rate; immediately every warehouse used by such concern was communicated with, asking for lower rates based on what they were paying reliable houses in other cities. The question of volume had already been presented by the warehouse broker and the warehousemen's clique; therefore, the result was inevitable.

"I want to make it plain to the members of this Club in convention assembled that in my opinion the destructive forces in our ranks are the patronized 'warehouse brokers,' and for any warehousemen's organization that savors of a clique and secrecy in the administration of its affairs, to belong and remain loyal to, such an organization, while enjoying the rights and privileges of an association organized and carried on for the promotion and the upbuilding of an industry and the best interests of all its members, is exceedingly bad practice, gradually engenders the hate among men which causes decay of the fundamental

principles upon which industrial associations are founded."

Knowledge of Costs

"KNOWING Your Costs the Real Basis of Success" was the subject of an address by Chester B. Carruth, actuary of the Illinois Association of Warehousemen.

"The opinion is held in some quarters that there is prevalent a widespread mania for destructive competition," Mr. Carruth said in part, "and if it continues much longer many will find their responsibility a negligible quantity and possibly be compelled to conclude that a peanut stand would be more remunerative.

"If this be true, the situation that confronts us is a mighty serious one, it would seem, and the very life of the industry is in the balance. It would appear therefore that this convention might well give this matter its most serious and deliberate attention, considering the cause or causes therefor and then proceeding to work out if possible some remedy and to apply it.

"The present-day cost of living seems to bear eloquent testimony to the fact that in almost every business, other than warehousing, the traffic appears to bear more and more. Every day in every way the warehouseman's expenses mount higher and higher, yet he fears to assert himself and allows his customers to fix the remuneration for his services. How many of the people from whom he buys allow him the same privilege? Will those very customers who graciously permit him to warehouse their goods at a loss, sell him their wares at the price he would pay? Not on our grandmother's daguerreotype album!

"And what shall we say of the destructive competitor? Here we find a singular anomaly. The slogan is, Get the business at any cost. If it means a loss, better that he should suffer it than the other fellow. Or, if you will, he is like the merchant who, when asked how he could afford to sell his goods below cost, replied: 'Oh, but look at the big volume we sell!' He is a follower of the Weber-Fieldian philosophy 'where ignorance is a blessing, it is wise to be foolish.' White hears that Green is quoting lower rates than he, so he proceeds forthwith to underbid him. Very naturally Green comes back at him and the war is on. It is like a dog chasing its own tail. The ultimate destruction of both is inevitable.

"In Chicago we are trying to find out what our costs are and we expect to embody the results of our efforts in a new tariff, the compilation of which we hope to begin shortly. And when that tariff is issued I believe that every member of the Illinois Association is going to try his level best to live up to it. When other communities take the same determined stand, I feel sure we shall have made a long stride toward the solution of our problem.

"Knowledge of costs is undoubtedly the first requisite for success and the second requisite is the application of that

knowledge. Know your costs and then fight for what you know to be right. The Massachusetts Warehousemen's Association stands today as a shining example of what can be accomplished by so doing. Boston was hit by the wave of depression, as was every other community. Cut-throat competition was there in abundance and the temptation to meet it must have been great at times, but they stuck to their guns. Shoulder to shoulder they fought the good fight and they won. And because their rates were scientifically made to produce a decent profit upon a 50 per cent occupancy, I doubt if anyone was hurt very badly.

"I confess I am not so pessimistic over the outlook as some. I don't believe the industry is going to the demnition bow-bows. We can prevent it if we but will.

"Let us then be up and doing." Let us leave this convention with a firm determination to know our costs and, knowing them, to fight for what is just. Let us get after him who falleth by the wayside and make every effort to bring him into the fold. Let us help him to achieve prosperity and thereby prosper ourselves; for everything we do is a boomerang as sure as shooting. Let us bend our energies to the upbuilding of service and, finally, let us tell the world what we have to offer. There is many a potential customer to be had who hasn't the least conception of what a real warehouse service means. The field has hardly been scratched.

"I have digressed somewhat from the topic assigned me but it seemed necessary. I trust that what I have said will be taken in the spirit offered by one, who mindful of and appreciating the many kindnesses accorded him by the warehousemen of this great land, is sincerely desirous for their prosperity."

In the discussion which followed Mr. Carruth's talk, D. S. Adams, Kansas City, advocated an organized attempt by the Central to get cost information into the hands of local warehouses.

"We talk about costs," Mr. Adams said. "There are a certain number of warehousemen who have cost systems, and a much greater number of warehousemen who have not cost systems. It is not going to do you very much good if you know that it costs you \$1 to handle a certain commodity if your competitor thinks it only costs him 50 cents. I think this association ought to take up the matter of having a representative of the association—someone who is competent to carry this work to each member of our association. I mean by this work not only the matter of cost accounting. We need a man who will come right into our warehouses and talk over these things with us. Cost accounting is simply one of them. The expense of such a plan is not so great as we might at first think, in the long run. Where we are spending so much money and not getting a full return, we could spend a little more and get a much greater return. I would like to see something started at this convention and have the work actually brought to each warehouseman in our organization.

"I would like to make the following

motion: That it be the sense of this meeting that it is in favor of the employment of a competent person to carry the work of the convention and the association to the individual members, and that, with that recommendation, the board of directors of this Central Warehousemen's Club be instructed to investigate the cost of some person who would be competent to do such work and report back at our next convention."

Supporting the motion, President Hamley said he believed the association was "on the right track," continuing:

"The availability of a man for the job is the big thing. If we can find such a man, a really practical fellow, up on the matter of costs, and of good judgment, and he should come to my warehouse and say, 'Hamley, I want to spend the day with you. I would like to go through your warehouse and see how you do things here. If I see any chance for cutting corners and saving you money I will tell you, if you will give me the right of way'—I think if it cost me \$25 for that day, it would be money well spent and I probably would save money, more than that amount many times over. We are not going to ask you to reach down in your pockets and pay into this association a large sum of money. That is not the idea. We might ask you for a retainer of say \$25 when our man comes to your place of business, but he would probably save you many times that amount."

The Adams motion was adopted.

Scientific Rate Making

THE next subject of discussion was "Scientific Rate Making and the Results Achieved—Our Base Rates for Storage and Warehouse Handling and Why We Believe in Them." This was taken up in the form of a talk by William J. Buchanan, Chicago, representing Illinois; Elmer Hill, Minneapolis, representing Minnesota; W. A. Sammis, Kansas City, representing Missouri, and W. I. Ford, Dallas, representing Texas. Regarding the situation in Chicago, Mr. Buchanan said:

"Mr. Carruth has already intimated that Chicago has not a very firm belief in its base rates. I want to say that Mr. Carruth was right. Chicago started issuing tariffs some ten or twelve years ago. During these ten or twelve years it has issued eight different tariffs, each successive tariff being something higher than the others, with one exception, and that is Tariff No. 8 under which we are now operating. On April 1 we found our labor costs advancing so rapidly that it became necessary to revise Tariff No. 8 to the extent of a 20 per cent increase in handling rates on nearly all commodities covered by the tariff. We believe our base rates may be a little out of line, but we all believe in the theory of tariff making very strongly. It is the tariff that has made Chicago warehousemen prosperous today. A more scientific tariff will make them still more prosperous. With the help of Mr. Carruth, who is now making an extensive study of our business, we expect to issue a new tariff which we can believe in.

"We have a large number of customers who have been with us for years; they have met our successive advances and paid them without protest; they are satisfied with the service they receive and satisfied with the rates they pay. It would be eminently unfair to them for us to meet competition with bargain rates in order to increase the volume of business. We expect to continue to operate under the tariff but with proper adjustments.

"We have found that individual costs are not as scientific as might be wished for, and so Mr. Carruth has come to us to aid us in getting a general view of our average costs which will properly represent the cost of doing business in Chicago and thereby enable us to produce a tariff which will be scientific and which we can believe in and adhere to."

Speaking on behalf of the Minnesotans, Mr. Hill declared that scientific rate making "has been and should be for some time to come one of the most important problems that confronts the warehousemen of today, and certainly the results achieved thus far are sufficiently gratifying to warrant our continuing in this all-important work."

Mr. Hill presented a detailed review of what has been accomplished by the industry in rate making during the past ten years in all parts of the country and explained how the Minnesota tariff operates.

Reporting for the Missouri warehousemen, Mr. Sammis said most of the association houses in that State were working on a 7½-cent basis, which was considered fair to both warehousemen and customers and gave the former a satisfactory profit; a few warehousemen were working on a lower basis. Mr. Sammis commented that many had not studied the base rate table to the extent that they were assessing additional charges for assorted lots and varieties, and he believed such charging to be a preferable practice. Handling rates, he said, were not generally high enough to cover costs, and this would continue until warehousemen studied their costs. The first half of 1923 had shown a considerable increase in business as compared with the first six months in 1922, Mr. Sammis reported, but handling costs had increased.

That "the rate guide has stood the test" was the burden of Mr. Ford's talk on behalf of the warehousemen of Texas. "If we are going to be the right kind of citizens, we must operate successfully," he said. "The rate guide enables you to do that. When grain and cotton are cheaper, the producers do not sell either cheaper. If warehousing is scarce, why sell it cheaper? The purpose of the guide is for a man to sit down and take counsel with himself and see how much it takes to do business."

President Hamley said there were a number of warehousemen who were not working from any base at all but were "floating around, meeting customers' demands and quoting rates below the base rate used as a foundation."

D. R. Benedict, who has recently returned to the warehouse business as

manager of the Knoxville Fireproof Storage Co., was introduced. He was the C. W. C.'s second secretary and a former president and has again applied for membership. Mr. Benedict said that within the next month or so the warehousemen of Birmingham, Atlanta and other cities in the South would be called together to form a regional association, giving added strength to the national bodies. "We want to do all we can to maintain the guide," he declared.

Conditions in Iowa were touched upon in talks by W. L. Hinds and L. E. Stone, both of Des Moines, and this discussion developed into a meeting, later during the convention, of all the Iowa warehousemen attending. A provisional organization was formed and it was announced that in the near future an Iowa State association would come into existence.

Discussion of conditions in Wisconsin led to suggestions that the warehousemen of that State have an association. G. J. Hansen, Milwaukee, urged that representatives of the C. W. C. come to that city to help start an organization. President Hamley said something along that line would be done.

At this point St. Paul's 32-year old chief executive, Mayor Nelson, was introduced to welcome the delegates to his city. The mayor told what St. Paul was doing to revive itself as an industrial center and predicted that the coming of the Ford plant, to cost some \$10,000,000, would mean employment for 18,000 persons.

In a talk of "Pool and Distribution Cars, and the Best Method of Applying Charges for Additional Assortments," Mr. Adams said pool cars effected saving for shippers through getting the benefit of the carload rate and accordingly they could afford to pay good prices in order to get good service and prompt reports.

Warehousemen should make two charges, Mr. Adams urged—one for checking and handling and one for re-shipping and drayage. The necessity for this was apparent, he said, when it was considered that one consignee may call for one part of the pool car load while the warehouseman has to make delivery of the balance.

Discussion brought out that a number of transfer companies which are not engaged in warehousing and doing checking of pool cars thus are warehousemen's competitors, many of them being former railroad men and being successful in getting a large part of the business in some cities. Various members reported on this situation in their respective cities.

The delegates were urged to learn how much shippers were saving by using pool cars and to get a rate which would be compensatory.

Call Deliveries—Moths

A TALK on "Call Deliveries" was made by Mr. Ford, who commented that it had been noticeable that merchandise hauling business had been falling off, due in part to the activities of

many rural truck companies. In Dallas, he said, warehousemen would not deliver to rural motor lines except at regular drayage rates. Mr. Ford said he would like to see the Central's regular rate committee consider this subject with a view to working out uniformity of practice. Later a special committee was appointed to handle this situation—Mr. Ford, chairman, and W. W. Koller, Omaha, and F. R. Long, St. Louis.

Dr. Royal N. Chapman, associate professor of entomology at the University of Minnesota, discussed "Recent Advances in the Study of Prevention of Insect Damage in Warehouses." He declared that—

"Here is a branch of science in which it is hard for me to conceive of any new knowledge which may not ultimately be of benefit to man. You are interested in the insects which attack the food, clothing and household furnishings which you are storing in your communities."

Dr. Chapman discussed various methods classed as preventive measures, including cold storage, which he declared to be "one of our very best," and fumigation, usually practised as a remedial measure, although "it may very well be and is used as a preventive measure." He continued:

"Paradichlorobenzene is a most promising preventive fumigant. It acts as a repellent to the insects but is also fatal to them. It has been successfully used in storing woollens and other clothing. In certain cases the odor is objectionable and this rules it out so far as food-stuffs is concerned. Paradichlorobenzene is a crystalline substance which evaporates slowly. It is used by simply sprinkling it about in the goods stored at the rate of about 30 pounds per thousand cubic feet. This is something which we should know more about. I am greatly in hopes that its limitations and uses may be thoroughly studied under conditions where all materials which might possibly be injured may be tested out with the greatest care.

"One of the recent introductions is the use of liquefied hydrocyanic acid gas. This does away with the necessity of preparing jars and putting the acid and water and cyanide in them. However it is still hydrocyanic acid gas. In using it it is necessary to remember how poisonous it is. The suggestion is made that warehouses may be piped for liquid hydrocyanic acid much as they are piped for a sprinkler system. This would make it possible to turn on the gas in any room. In contemplating such an installation it must be remembered that the least defect in a valve or connection may be certain death to someone.

"Some work has been done in an attempt to add an irritating material to hydrocyanic acid which would act as a warning to anyone who might be exposed to it. This would materially reduce the danger and it might be possible to find an indicator which would be an insecticide as well.

"The problem of absorbing interest, to my mind, is that of trying to find a fumigant of more general application

than any which we now have. Something like carbon disulphide but without the fire hazard would be very desirable. It could be used for foods, clothing, furniture and many other perishable articles.

"As I have told some of you before, carbon tetrachloride has many of the characteristics of the desired fumigant. Unfortunately it lacks one of the most essential features in its low toxicity to insects.

"Carbon tetrachloride needs to have something added to it to increase its toxicity and if possible to increase its penetrating power. This is the task to which some of the work at the University of Minnesota has been devoted."

S. C. Blackburn alluded to the work which Dr. Chapman was doing in co-operation with the household goods branch of the industry in an effort to find a preventive against moths and expressed opinion that the Central, the National Furniture Warehousemen's Association and the American Warehousemen's Association should together get behind this work "in the way of expense, equipment, etc., to the limit," as "it will be our salvation." The N. F. W. A., of which Mr. Blackburn is a director, would be glad to stand its share of the expense, he assured, and he hoped the other two organizations would consent to do likewise. President Hamley said the C. W. C. would co-operate. D. P. Bray, Kansas City, offered a motion which was adopted, that the Central co-operate with the N. F. W. A. and A. W. A. in Dr. Chapman's inquiries.

President Hamley read a letter from George S. Lovejoy, president of the Massachusetts Warehousemen's Association, in which Mr. Lovejoy urged the C. W. C. warehousemen to stand by their rates, based on cost knowledge. He reported Boston plants as having been 85 per cent full for some time and urged there should be no concessions made on regular handling rates in the pool car business.

L. T. Crutcher, Cleveland, the C. W. C.'s councillor to the Chamber of Commerce of the United States, submitted a report regarding the Chamber's convention in New York last May. He incorporated into his report a large part of the convention story written for *The Nation's Business*, the Chamber's official publication, by Kirke L. Simpson of the Washington staff of *The Associated Press*. Mr. Simpson won the Pulitzer Prize for 1922 for the best piece of reporting, receiving \$1,000 for his account of the ceremonies attending the burial of the Unknown Soldier. Mr. Crutcher said he offered Mr. Simpson's report "as the best possible account" of the national Chamber's convention.

Mr. Crutcher went into more detail regarding the talks made at the Chamber's meeting by W. Lee Cotter, head of the Cotter warehouses of Ohio, and P. L. Gerhardt, vice-president of the Bush Terminal Co., New York, on the subject of pool car distribution. He alluded to important attention which warehousing received at the meeting of the Chamber's

(Concluded on page 44)

TWO BITS

Vol. IV, No. 2

A Bit Here, A Bit There

Gotham, August, 1923

News Items

The summer season has been bringing many storagers to *Two Bits's* office, some pleasure-bent & others on bus. . . . A. H. Laney, the Jacksonville storager, arrived by motorcar with all spares intact. . . . Fred Kedney, the Minneapolis storager, brought good news of business conditions, which may be so & maybe not. . . . Steve Tooker came to Gotham to buy mdse for his million-dollar dept. store which he & Steve, Sr., bought out in Calif. lately. . . . Love Crutcher, the Cleveland storager, rushed in covered with foam, mysterious as usual as to his intentions, which some say is buying the 5th Ave. Motor Bus line so he can realize a boyhood ambition to be a bus chauffeur.

Hal Wastie, the Bklyn storager, has joined the local Chamber of Commerce, which stamps him as an exponent of progress, one would say.

Ye Ed. has been bitten by the golf bug, a sign we are getting along in yrs. Our 1st hole, par 5, we made in 21, & the 2nd hole, par 4, we made in 13. You might say we could never get worse, anyhow. In fact we are getting better, should you inquire, as we averaged 64 for 9 holes our 4th time out, & next Summer we anticipate winning the N. F. W. A. tournament & getting our name on Milo Bekins's silver cup.

The Groves storagers of Kansas City have donated our desk with a wicked-looking paper weight—a weird-appearing ½-dog-½-cow called "The Spoof Hound." Izzy Schulmann, our fast-growing office boy, when interviewed on the eve of his vacation, said: "It looks like Laddie Boy after a hard day at the White House."

We are being considerably twitted on a/c of our attachment to a red-haired vision of pulchritude during the C. W. C. convention in St. Paul last mo., & there were many instances of professional jealousy among the industry's representatives who attended, should you ask us, but we are immune to all criticisms, gossip, comments and rumors & can only say we regret that all conventions are not held in St. Paul.

E. A. Euliss, official reporter of the N. F. W. A. convention, did some statistical work at the Mackinac Island meeting last mo. On July 10, he reports, the number of coughs per minute during 6 minutes were respectfully 7, 5, 4, 1, 0 and 2. Two days later, while Pleasy Mills, the Des Moines storager, was read-

Our Poem Department

"SEEMS like," last mo.'s *Two Bits* remarked, "any boob could write a poem if they had a mind to try it," so what should come in, as a result, but a so-called poem from Paul Frenzel, the St. Paul storager, & we publish it herewith. We publish also Paul's accompanying letter, but first maybe a bit of background is essential:

It seems like that Ye Ed., while attending the St. Paul convention of the Central Warehousemen's Club, went auto-riding with Paul in St. Paul. Paul accidentally stepped on the gas while passing a motorcycle bobby, who, after exciting pursuit, summoned Paul before a Justice of the Peace. In the car with Paul & Ye Ed. was Frank Jones, the Grand Rapids, Mich., storager. Well, the Justice of the Peace apparently did not like the looks of Paul's other passenger & Paul was soaked \$8 for speeding, which he paid \$6 and promised to send a check for \$2 on account Frank Jones would not loan Paul \$2. Whether the Justice of the Peace ever got the other \$2 we do not know, neither do we care.

Well coming back to town Paul drove via a back road on a/c he did not want to meet the same motorcycle bobby again, & he drove pretty fast & went over a rough spot and Ye Ed. flew up in the air and smashed a rib of the top of the car & nearly dislocated our neck, which Paul said he wished we had instead of the rib. Well, to interrupt the background for a minute, here is Paul's letter:

"Editor, Poem Dept., *Two Bits*,

Gotham: You are right, any boob can write a poem that rhymes, but verse libre is a hoss of another shade. We really don't expect that you will accept this for your Poem Department, for unless you have received another crack in the head to knock you cuckoo, you would never publish it, but any man who can knock out the top of a closed car single-headed, so to speak, might do anything. The poem follows down below."

Now as to the background in connection with the so-called poem itself: it seems we was introduced, while in St. Paul, to a delectable auburn-haired creature, & Paul somehow received the impression that upon our return to Gotham we would suffer horrible mental torture on a/c of—well, just on a/c of. Paul has evidently tried to interpret his impression by means of the following:

Lament of the Editor of a Well Known Trade Journal Following the Meeting of the C. W. C. in St. Paul

By Paul Frenzel
A St. Paul Storager

Long, bleak, cheerless, dreary days,
Endless nights,—empty, lifeless,
No sun, no moon,
No twinkling, blinking stars.
Just eons of chill, drab grayness,
And gloom.
Black, dismal gloom.
Gobs and gobs and oodles
of black gloom—Oh!
St. Paul!
My red headed girl!

Seems like somebody in our industry ought to be able to do better than the foregoing in the way of poem-manufacturing.

ing his labor report, the coughs during 4 minutes were, not so respectfully, 8, 4, 4 and 4 per minute. Cough medicine manufacturers ought somehow to be able to capitalize on these compilations.

If this Aug. issue of *Two Bits* ever gets off the press we expect to do some vacationing on Cape Cod & in N. H. If you have not yet recd your Aug. issue you will know we are not yet on our vacation.

The question being asked us on all sides of the *Two Bits* office is about as follows: "Has Dan Bray, the Kansas City storager, sent you any more matches lately?" The answer is but a negative one. It humiliates us to have to say "No" to that question, Dan, how about it?

A 3:30 A. M. buckwheat cakes breakfast was enjoyed last mo. in St. Paul by the following guests: Duke Cornwall, the Salt Lake City storager; Paul Frenzel, the St. Paul storager; Frank Jones, the Grand Rapids storager; Buck Buchanan, the Chicago storager, & Ye Ed. of Gotham. Mr. Childs, the restaurant proprietor, was the host on a/c his was the only place found open for business.

Bill Ford, the Dallas storager, has become a grandpapa, our Texas cor. reports to this paper. We print all kinds of news.

Geo. Rutherford, the Cleveland storager, has again been elected prexy of the Cleveland Advertising Club. *Two Bits's* advt rates are on file at this office, Geo.

News are scarce.

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

Under Railroad Law

LEGAL EDITOR, *Distribution & Warehousing*: We notice in our May issue that we are permitted to ask regarding some legal question pertaining to our business. What we want to know is:

How long any warehouse must hold freight that has contracts with the railroad company to receive and store unclaimed freight, before they are permitted to advertise and sell for charges.

Some claim according to the warehouse laws of our State that goods can be sold at any time when the charges accrued will be equal to what the merchandise is thought to be worth, but our understanding of the railroad laws of this State under Chapter 68, is that a consignor or consignee may go to the railroad company at any time within two years and demand his receipt upon paying of all accrued charges.

Several of us warehousemen have had considerable correspondence regarding this question and we contend that we are compelled under the State railroad law to hold these goods for two years before offering for sale. Others claim as above stated.—*J. B. Sons, Elmira, N. Y.*

Answer: Section 68 of the railroad law of New York State, although it provides that owners of goods may pay a railroad and receive a warehouse receipt, which the railroad has procured from the warehouse where the goods are stored at any time within two years, does not in any manner provide that a warehouseman must wait two years before selling the goods for his charges, even though they are stored with him by a railroad.

The general business law of the State of New York also fails to specify any particular time that a warehouseman must wait before selling goods for his charges.

The old statute of 1879, which originally gave a warehouseman a lien for charges, provided that he must wait a year before selling goods. This old statute was amended years ago and the provision that a warehouseman must wait a year was left out and has been contained in no subsequent statute covering the rights and liabilities of warehousemen.

As things stand at the present time,

I think the decision in the case of *Dale vs. Brinkerhoff*, 7 Daly, 745, to the effect "that a sale of the goods when the charges approached to within a reasonable degree their actual value, would have protected the plaintiff's right and was their right to make," is a proper exposition of the law at this time, and, so far as I am able to ascertain, a warehouseman need not wait any specified length of time before selling but he should not hold the goods indefinitely—at the longest, only a reasonable time after the expiration of a year. The custom of waiting a year before selling goods, I think, has come into being by reason of the fact that that practice was necessitated by the old statute mentioned above.

Of course, under the railroad law, an owner of goods may demand the warehouse receipts from the railroad at any time within two years but this only means that, upon procuring the receipts, he has the right to receive the proceeds of the sale from the warehousemen.

Leakage Liability

LEGAL EDITOR, *Distribution & Warehousing*: Do you know of any case tried in the United States of a sprinkler system, in a merchandise storage building, leaking and damaging goods and the customer suing the warehouse, the customer not carrying a sprinkler insurance and thus claiming on the warehouse for damages? We will be pleased if you have any information on such conditions.—*The V. S. Co., Toronto.*

Answer: We are unable to cite you any case on the point you mention, as we do not seem to have one in our records.

The law is clear, however, that a warehouseman, in the absence of negligence on his own part, is not liable for sprinkling or leakage. Of course it is customary to have sprinkler risk insurance, in which case he is in the pleasant position of being able to allow the insurance company to defend any claim which may be made.

In any event, the owner of goods suing a warehouseman for damages sustained because of injury by water, has the burden of showing negligence on the part of the warehouseman throughout the trial.

A Damage Opinion

LEGAL EDITOR, *Distribution & Warehousing*: One of our customers has asked our opinion upon the following legal question:

A jobber in San Francisco stored 300 cases of No. 10 solid pack blackberries in one of the warehouses here in town—not ours. A few days after arrival—not over a week—some of the cans exploded and the juice, which is very much like a purple ink, was shot over a lot of canned goods stored alongside of this lot and stained the cases and ruined the labels.

The warehouseman claims that this is a cause of damage beyond his control and that he is not liable; the jobber also takes the same stand. In this particular case the jobber had purchased outright these goods from the packer. Although the jobber admits ownership of the merchandise, he claims that if there is any claim for damage it is up to the packer.

Would it not seem reasonable to you that the recourse of the man whose goods were damaged was directly against the jobber, and then if the jobber had any recourse it would be a separate action between him and the packer? Do you know of any decisions in similar cases?—*L. W. Co., San Francisco.*

Answer: Upon receipt of your letter, a search was instituted for a case similar to the one mentioned by you, without success.

It would seem as if you are correct in your assumption that any claim should be made in the first instance against the jobber, as a case like this one is rather a different proposition from the famous so-called Buick case, where a motor car manufacturer was held responsible for injuries to the guests of a purchaser by reason of having installed a defective wheel on a car, even though the wheels were bought from a reputable wheel maker.—(*McPhearson vs. Buick Motor Co.*, 217 N. Y. 393.)

Your case is also different from another well known case where a manufacturer of aerated water was held liable for not properly testing bottles charged under high pressure which were likely to explode under sudden change of temperature, when a servant of the purchaser was injured.—(*Torgons vs. Schultz*, 192 N. Y. 156.)

EACH month are printed inquiries submitted by subscribers to *Distribution & Warehousing*. These questions are of general interest to the men of warehousing and are, for that reason, selected for publication, from the many which have been received during the past month. This service is without charge to our readers.

Mr. Kaiser, a practicing lawyer, makes a special study of warehousing, transportation and automotive affairs.

The general rule is that a contractor, manufacturer, vendor or furnisher of an article is not liable to third parties who have no contractual relationship with him for negligence in the construction, manufacture or sale of an article.—(Cooley on Torts, 3d Edition, page 1486.)

Of course, the warehouseman would not be responsible unless he had reason to believe or could have had reason to believe upon a reasonable inspection that the cans were likely to explode.

Storage Charges Reasonable

THAT storage charges assessed on four carloads of automobile delivery trucks at Pittsburgh in March and April, 1918, were not unreasonable or otherwise unlawful, was the decision of the Federal Trade Commission in dismissing the case of *Vim Motor Trucking Co. vs. Director General*, (13179—Opinion 84-63, 80 I. C. C., 72-74).

The trucks arrived under order bills of lading but delivery was not taken by the order notifying the consignee.

The trucks were unloaded to release equipment and were put into the Pennsylvania freight house. Instead of being taken to the Duquesne Station, they were taken to the East Liberty Station because the Pennsylvania local agent happened to know that the latter station was within seven blocks of the consignee's place of business, while the former station was more than five miles away.

Consignor ordered the trucks put in public storage but did not surrender the bills of lading or give an indemnity bond until about a month later. The Commission said, distinguishing this case from other cases, that in this instance the storage charges did not accrue because of the failure to have the shipments taken to Duquesne but through the failure of the consignee to accept delivery and that there was no violation of law for the carrier to keep possession of property awaiting the surrender of order notifying bills of lading and the payment of charges by the party who held title to the goods. Thus storage was allowed in accordance with the rates on car demurrage because the unloading was done to release equipment and in accordance with rule 5 of the demurrage code.

Tracer Decision

THAT in the State of New York a mere letter addressed to a carrier, requesting that goods be traced, does not constitute a claim for loss under the standard bill of lading which is required to be filed within six months, was the holding in a recent case.

In this case, under the bill of lading appeared the provision requiring the claim for compensation for lost goods to be filed within six months after a reasonable time for delivering the shipments had expired. The shipper sent a letter notifying the carrier's freight agent of the non-arrival of the goods

RECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

(Minn.) In an action to foreclose a warehouseman's lien for the storage of lumber and material, evidence held sufficient to sustain the findings of the trial Court that the property was delivered to plaintiffs for storage, and not as result of sale.—*Brooks v. Carpenter*, 191 N. W. 1001. Key No. 33.

(In an action to foreclose a warehouseman's lien for the storage of lumber and material, evidence held insufficient to establish fraud or acts constituting an estoppel of plaintiffs to allege and rely upon the fact of a storage contract.—*Id.*)

(Minn.) The shipment for storage by the owner of twenty-six cars of lumber at different dates, though in continuous sequence, held to constitute one transaction, and not separate and independent contracts, and a surplus from sale of two cars was properly applied in reduction of warehouseman's lien as a whole.—*Brooks v. Carpenter*, 191 N. W. 1001. Key No. 31.

(Mont.) A warehouse receipt is more than a mere acknowledgment that the grain mentioned therein has been delivered; it is also a contract by which the warehouseman agrees to deliver the grain or grain of a similar kind and like quantity, and failure to respond gives rise to a cause of action in view of Laws 1915, c. 93, section 32, making a warehouseman liable for non-delivery after demand, and section 35, providing that delivery of grain to a public warehouseman shall be deemed a bailment.—*O'Neill v. Montana Elevator Co.*, 211 P. 222. Key No. 25.

and requested the carrier to trace them.

The Court held that this did not constitute a claim for payment therefor which would support an action against the carriers. (*Browning, King & Co. vs. Davis, Director General of Railroads*, 197 N. Y. S. 775.)

It is interesting to note that in New Jersey there is a case that has a contrary holding. In the New Jersey instance the Court decided that such a request to trace a lost shipment was a substantial compliance with the provisions requiring written notice of the claim. (*Hyatt Roller Bearing Co. vs. Penn. R. R.*, 92 N. J. Laws 94.)

In other States it has been held that,

while notice need not be in any particular form, the notice must possess the character of a demand for compensation or amount to a notice of intention to claim compensation for the loss suffered. In these States, as in New York, a mere request to trace would not be sufficient. (Maryland, *Bronsteen vs. Payne*, 138 Md. 116. Missouri, *St. Louis I. & M. & S. Railway Co. vs. Starbird*, 243 U. S. 592. Pennsylvania, *Parker Co. vs. D. L. & W. R.R. Co.*, 49 Pa. Co. Ct. 422.)

Briefs

Montana: That a warehouse receipt is more than a mere acknowledgment that the goods mentioned therein have been delivered, as it is also a contract by which the warehouseman agrees to redeliver the goods, was the decision in the lately decided case of *O'Neill vs. Montana*, reported in 211 Pacific Reporter at p. 222.

Washington: Evidence that a bank cashier failed to lock the outside door to safe deposit boxes which were rented for hire, and that burglars opened an inner door and stole the contents, was held to show liability on the part of the bank in the recent case of *Harland vs. Pe Ell State Bank*, 210 Pacific Reporter p. 681.

Oklahoma: It was decided that under L. 1915C., 288 par. 21, a warehouseman is liable for any loss or damage to the goods left in his care caused by his failure to exercise such care in regard to them as a reasonably careful owner of similar goods would exercise; but that a warehouseman is not liable, in the absence of an agreement to the contrary, for any loss or injury to such goods which could not have been avoided by the exercise of such care.—*Hugo Lee & Light Co. vs. Richardson*, 209 Pacific Reporter p. 429.

O. K. Buys Site for Plant

J. M. Walker, president of the O. K. Storage & Transfer Co., Memphis, Tenn., has purchased for about \$15,000 one-half of the site where the old Memphis auditorium stood, on Madison Avenue between McNeil and Willett Streets. On this plot, located in the center of a residential district, the O. K. company plans to erect a six-story warehouse patterned after its New Orleans plant. The new building, to cost approximately \$250,000, will be of concrete faced in brick and trimmed with stone.

New York Dock Income Falls

The net income of the New York Dock Co. for June was \$54,165, as compared with \$74,567 for the same month in 1922, a decrease of \$20,402, according to a report made public on July 24.

For the first six months of 1923 the net income was \$276,112, against \$376,355 for the corresponding period in the previous year—a decrease of \$100,242.

Here Is a Typical Installation of Material Handling Machinery

By H. H. DUNN

WAREHOUSEMEN who are studying the subject of material handling equipment will be interested in knowing exactly what kinds of labor-saving machinery are in use in the storage buildings of a company of the size of the Union Terminal Warehouse Co., Los Angeles, one of the largest public storage concerns in the United States.

Specifically, the Union Terminal installation of equipment comprises the following:

- Sixty four-wheeled flat trucks.
- A large number of two-wheeled flat trucks.
- Three upright piling machines.
- Two electric hoists.
- Electric escalator.
- One electric tractor.
- One chute.
- One drop trailer.
- Sixteen whip hoists.
- Elevators of four, six, ten and twenty tons capacity.

THE four-wheeled flat truck with a jack and the old time two-wheeled flat truck are used extensively inside the warehouse for distributing and piling commodities. Each of the four-wheeled trucks is handled by one man. One man will take away from the car door, and deliver to the elevator if the goods are to go to another floor, or to the stackers if they are to be kept on the same floor. One man in this way can handle a full car of mixed merchandise in one day's time.

Two men inside the car, with a third man there acting as the checker, fill the four-wheeled truck, which conveys the goods to the elevator. The four, six, ten and twenty-ton elevators each carries one man, the operator, who takes charge of the truck delivered to him and runs it up to a designated floor and delivers it to the piler or stacker. While the latter is unloading the truck, the elevator operator returns with an empty truck previously unloaded, and this empty is delivered to the car-floor man, who meanwhile has returned with another full truckload for the elevator operator to take up.

All consignments thus handled are stored by number and not by name and there are two checks on every consignment—one at the car where the goods are received and inspected, and another on the storage floor where they are stacked. On the storage floor a checker is assigned to see that a consignment goes to the space allotted to that number and to no other.

When uniform packages are handled, consignments which do not contain a variety of sizes of packages, a stacker is used for piling.

For sacked goods and some other packages, the chute is used. It requires

Automobile covers.

Electric cranes and hoists for use in cotton warehouse.

And Walter E. Seeley, president and general manager of the Union Terminal company, is an advocate of the efficacy of thorough training of designated men on given jobs.

The better trained the men are, in Mr. Seeley's opinion, the longer experience they have had in one warehouse, the better and more effective, in saving in time and money, will be the handling of commodities into and out of the warehouse. The Los Angeles executive believes in one man knowing how to do his given job, doing it day after day, taking commodities from one man and delivering them to a third, each of the three doing a different thing and doing that one thing all the time so that he may learn to do it most efficiently and with the least expenditure of time and effort.

Alluding to the material handling equipment mentioned in the foregoing, here are some specific uses:

at least three men to operate properly.

The Union Terminal has 200 platforms, and the two-wheeled trucks are used largely here. The men switch from the four-wheeled to the two-wheeled trucks according to the commodities to be handled.

The electric cranes and hoists are employed in the company's cotton warehouse. Experience at the Union Terminal has shown that the only completely successful manner in which cotton can be stored is one bale high on end, so that any bale may be removed at any time without difficulty and without disturbing the other bales. This method cuts insurance rates about in half, according to Mr. Seeley.

One of the pieces of outside handling equipment considered most valuable by the Union Terminal is the drop trailer. This one (*Fig. 6*) is of the Lapeer make. One truck will handle three such trailers, dropping one loaded and picking up another and towing it to its destination while the first is being unloaded and loaded, and handling a third truck in between the other two. These trailers are of the same height as the platform of the warehouse. When the front wheels are dropped, the four or two-wheeled trucks can be run direct to the platform into the bed of the trailer and off again, either to load or unload.

The two electric hoists are used in the No. 1 warehouse, the main plant, in which the company's offices are located. They are assigned to handling heavy sacks such as sugar and cement, and boxes such as containing machinery parts.

The belt escalator is operated in coordination with a one-man four-wheeled truck, with a man unloading the trucks

as fast as delivered, and another man placing the sacks.

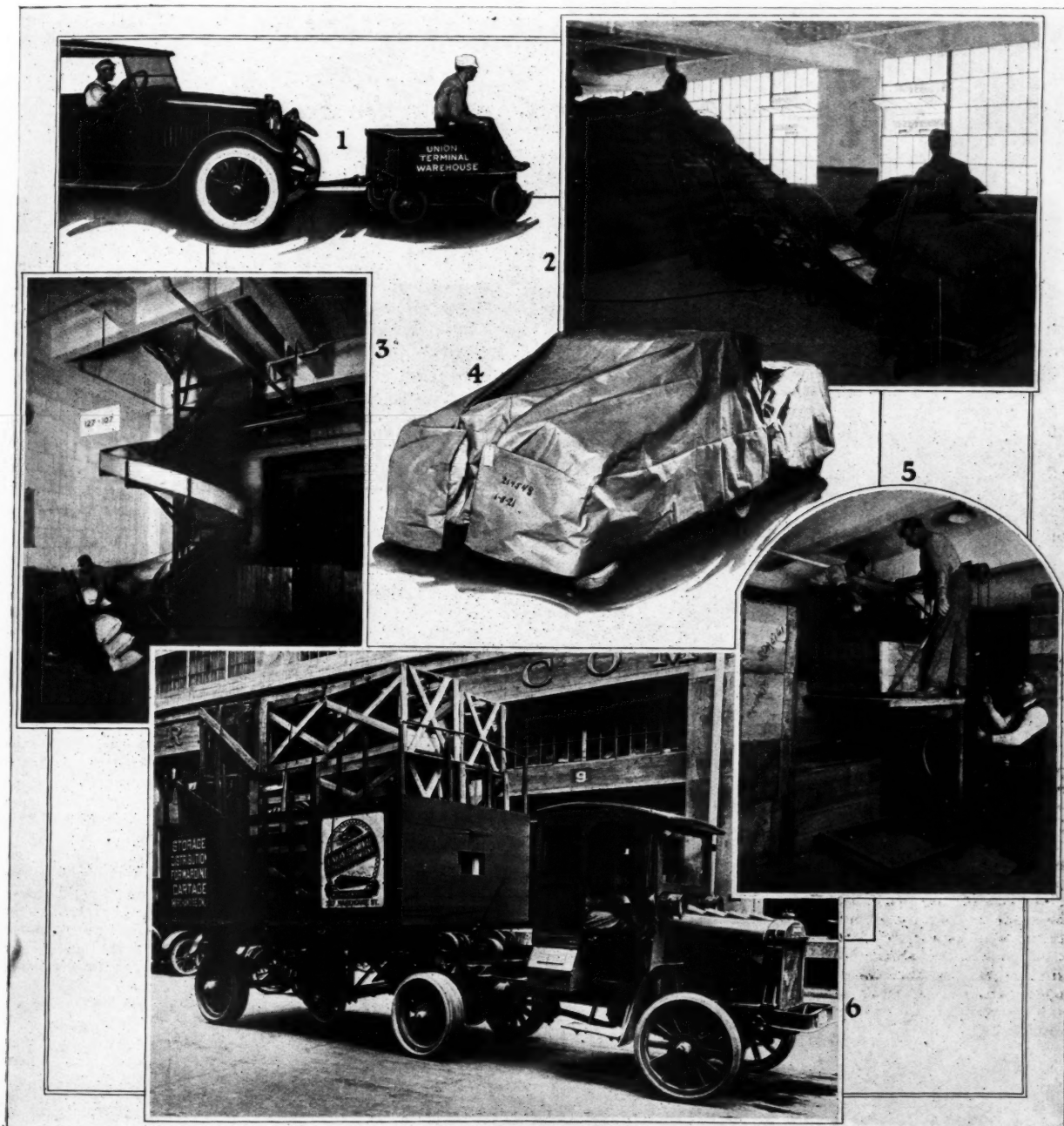
The tractor (*Fig. 1*) is used exclusively for handling automobiles into and out of storage in the warehouse used only for taking care of automotive vehicles. This tractor Mr. Seeley rebuilt from an old electric sedan. The company has more than 1000 stored cars and never allows one of the engines to be turned over until a car has left the company's hands; instead, they are handled entirely with the tractor. The automobiles are kept each in a special cover (*Fig. 4*) so that each leaves the warehouse just as though leaving a sales room. Gas and oil are provided at current prices, and water and air is free, when a car is taken out.

Incidentally, in the handling of general merchandise no broken packages are ever received. Whenever any consignment or part of consignment is discovered to be in bad condition it is sent to the conditioning room—the "warehouse hospital"—and there put back into good condition before being stored. A charge has been made for this service and the system has become popular with both consignor and consignee.

The "in men" and "out men" are separated into two distinct forces, and the order clerk handles all of the "out" packages, which are again checked as they go out.

Speaking of equipment, inside telephones connect all of the floors with the main office, and a number of office improvements have been installed which speed up operation. One of these facilitates distribution of mail, check lists, orders and similar papers from floor to floor by pneumatic tubes; these, it is estimated, save several hours each day and the work of one messenger.

Material Handling Equipment Used by Union Terminal Warehouse Co., Los Angeles



1. The motor of a car taken in for storage is never allowed to turn over. Each car is towed into and out of storage by a small electric tractor which was designed and built by Walter E. Seeley, president of the Union Terminal company, from a used electric runabout. 2. Electric escalator used in stacking sacked commodities; also, 4-wheeled truck, with jack, which, operated by one man, has been found effective in distribution and collection of goods. 3. Spiral chute used for handling down sacked merchandise from floor to floor. To and from chute the goods are moved by 2-wheeled or 4-wheeled trucks. 4. On every automobile of the more than 1,000 which the Union Terminal stores is placed a paper cover. 5. Electric hoist used for stacking crated and boxed goods. 6. One of the devices which the Union Terminal considers of the greatest value and importance. The trailer is dropped at the entrance of the warehouse to be unloaded; another, loaded, is immediately picked up, so that there is no loss of time for the truck. One truck operates three trailers each handling up to two tons of merchandise. The bed of the trailer is of the same height as the warehouse platform.

The Care of the Motor Truck During Hot Weather

Some Summertime Suggestions for the Fleet Owner

By P. L. SNIFFIN

ONLY those who have carefully studied the different factors which enter into the successful operation of motor trucks in the warehousing business can be expected to understand why it is vastly important to give special attention to this equipment in the hot summer months.

It is only natural that the average warehouse owner, having a great deal to think about in the day-to-day conduct of his business, will neglect what might seem to be a minor detail and yet what in reality has a far-reaching effect upon the serviceable life of every equipment unit he employs.

It has often been said, and any authority on truck operation will agree, that the motor truck operator who

neglects to give his vehicles the few necessary attentions in hot weather is inflicting on them a strain that will invariably show up both in extravagant repair costs and in much quicker depreciation of the vehicles.

There is nothing difficult about the precautions which must be taken to give the trucks a fair chance in summer. If the operator will make a few necessary adjustments when they are required, and remember a few points of attention that will help to keep the trucks running at their best, he will be amply repaid in the form of more satisfactory service and he will find on comparison with previous records over summer months that his running expenses will be substantially lower.

Hot Weather Precautions

IT is ordinarily necessary to change the carbureter adjustment of a motor truck during the hot spell, that for summer being a trifle leaner than that for winter. Overheating is sure to result if the carbureter is improperly adjusted. Great care should be taken that the adjustment when made is correct, and then it should be left alone. It is impossible to maintain the proper carbureter adjustment if the driver tinkers with it every time the engine shows the least irregularity of running.

Timing has an important bearing on cooling. In hot climates where temperatures are excessive for a considerable part of the year, the engine may be made to run cooler, but at a slight sacrifice of power, by setting the camshaft one tooth ahead (earlier on the timing gears, so that the exhaust valves open earlier). A weak spark has the same effect as late spark timing, and overheating will result.

Only the best quality of rubber hose should be used for the water connection. The inside tubing of cheap hose is apt to dissolve, the rubber particles being carried along with the water and clogging up the radiator. Hose without rubber inner lining is apt to give trouble from the fabric coming loose and flapping over the opening, shutting off the water.

It is important to have a clear understanding of the truck's cooling system. See that the flow of water is not impeded by any sort of obstruction, and that the overflow pipe is not bent be-

low the level of the base of the radiator filler. Be sure that the overflow pipe is not clogged or flattened.

It is important to see that the ignition system furnishes a spark of sufficient strength. A weak spark, usually due to excessive lubrication of the magneto, dirty breaker or distributor or weak magneto, will have an effect similar to late spark timing, and overheating will result.

Some truck owners make the mistake of obstructing the front of the radiator with license plates or signs. Good air circulation and clean radiating surfaces are as important as good water circulation. It is well to clean the outside of the radiator well before the hot spell.

Adjustment of the valve tappets is also important. It is generally agreed that they should have from 0.008 to 0.010 in. clearance. This, however, may be gaged satisfactorily by making the clearance the width of an ordinary post card.

Be sure to see that the fan turns easily and that the belt tension is correct. A good test of the tension is to run the fan by hand with the engine not running. If it is possible to slip the belt easily, but not possible to spin the fan, then the tension is right. The fan should be cleaned and well greased, and kept in this condition always.

The average working temperature of oil in summer is higher than in winter, and so oil of the same body will be thinner. Sometimes it is advisable to use a grade heavier oil in summer. In excessively hot spells an especially heavy

grade of oil may be required to maintain the oil at the proper consistency in operation. When a heavier oil is used, care should be taken not to work the engine before it is warmed up.

Keep Engine Clean

ABOVE all, it must be remembered that the heart of the vehicle is the motor, and that the great majority of summer troubles are traceable to some neglect in the care of the motor. These five points are worth considering at this time of the year:

1. See that your truck's engine is clean, inside and out, all the time. The air which goes into the carbureter draws dust and dirt with it, which will not only stop up the carbureter, but if this passes on into the engine, it causes rapid wear to pistons and cylinders, or it may work down into the bearings.

2. In the very dusty localities it is advisable to provide the carbureter with an air cleaner to prevent the entrance of dust. There are several such devices on the market.

3. Never use waste to clean the engine, as the lint frequently sticks to the surface and might enter and clog the carbureter.

4. Don't have your motor immediately torn down and rebuilt simply because it might act irregularly. Find out exactly what is wrong, and then let an expert proceed accordingly.

5. It has been said that nothing injures a motor more than to tinker with it, unless it is the unconscious neglect

of some detail which results in premature wear or injury to the engine.

Keep Exhaust Clear

THE exhaust should at all times be kept clear of obstructions, and mud should not be allowed to cake on the outside of the muffler. The importance of this will be realized when it is considered that 40 per cent of the heat of combustion must escape through the exhaust. Therefore, if any part of the exhaust system is impeded, a part of this heat must be carried off by the cooling water, raising the temperature above a safe limit.

Different types of mufflers vary widely in their construction. Some are extremely simple, while others are complicated, and it is a significant fact that the most effective and silent type of muffler is usually the one that will give trouble first.

At least once a year the muffler should be taken apart and cleaned of all accumulations of soot or burnt oil that may clog up the gas passages. Mufflers are easily taken apart, usually being held together by long through bolts in those forms where the muffler consists of a number of cylindrical shells of varying diameter held between cast end plates used to support the shell. Even in forms where a large number of chambers are provided, these being adjacent, the muffler is held together by bolts or by being assembled on a central member, usually a continuation of the exhaust pipe.

After the muffler is taken apart, all carbon and burnt oil residue should be scraped off, and all the parts of the muffler thoroughly cleaned with kerosene before assembling. It is also well to go over all the holes designed to break up the gas with a sharp punch or fine taper reamer to make sure that these have not been reduced to less diameter than they should be by accumulation of burnt oil or carbon.

Lubrication Is Important

LUBRICATING oil plays an important part in the cooling of the engine, as it cools the bearings. Keep the crankcase clean; it cools the oil. Oil should be changed frequently enough to keep its lubricating qualities high.

Above all, the truck operator should understand that the practice of continually adding oil without draining old oil out is detrimental to the engine. It can be readily seen that a quantity of dirty oil always makes a resulting quantity of dirty oil.

For best results it is advisable to change oil once every 500 to 800 miles. Remove the drain plug at the bottom of the crankcase and let the old oil run out. You will notice that it is very dirty and invariably full of grit. Then replace the plug and pour in a gallon of light flushing oil (any light oil will serve the purpose). Run the motor for about half a minute in order to flush the bearings and thoroughly clean out the motor. Next drain the flushing oil from the crankcase. Frequently it is neces-

sary to jack up the car or run it on an incline in order to drain the crankcase thoroughly. Replace the plug and refill the crankcase with the correct grade of lubricating oil.

As to the amount of oil maintained in the crankcase, it is well to remember that there is a happy medium, as the truck will not perform without any at all, and since too much oil will work into the combustion chamber, producing carbon and fouling the plugs.

It is a good plan to save old oil when drained out and to filter it through a felt hat for use in oiling springs and other parts of the truck.

Care of Cooling System

IN hot weather the cooling system should be drained often and replenished with clean, fresh water. The fan belt and fan should be examined for

sary that an adequate and steady flow of water through it is assured, and likewise that all of the fresh air possible is drawn over the core tubing by the fan, as it is this supply of cool air which is expected to absorb the heat from the radiating fans. Care should, therefore, be taken to see that the fan belt and the fan bearings are kept in good condition, as the speed of the vehicle in motion is relatively slow and is not sufficient to insure the circulation of an adequate supply of air through the radiator without the aid of an efficient fan in good operating condition. In other words, the radiator must be fed an adequate supply of water and air to be used over and over again in the case of the water, in the same manner as one expects to feed fuel to an engine for its operation.

There is a clearly defined purpose for the overflow pipe that is provided on every motor truck radiator. This purpose is to allow for the natural expansion of the water which becomes heated during the running of the engine. In the case of some trucks, it will be found that blow holes are also provided to permit the escape of the steam.

When sediment or dirt accumulates in the water outlet, clogging it so that surplus water will not flow through, the result is that the internal pressure generated will follow the line of least resistance and force a leak at a point where the radiator is weakest. Therefore, it is absolutely essential that these outlets be kept open at all times.

Points for Overhaul

WHETHER a complete overhaul is needed at the beginning of a summer season depends upon the age and condition of the truck. At the very least, all points of lubrication should be attended to with extreme care, and the vital working parts of the engine and chassis examined.

It is far better to detect and remedy any troubles, no matter how small, in advance, than to have them develop into large repair items, taking days of the truck's time later on when it is considerably more valuable. The following are some of the important points which should not be overlooked:

1. Cleaning carbon. 2. Grinding valves. 3. Timing valves. 4. Test compression of cylinders. 5. Take up bearings where needed. 6. Check valve tappet adjustments. 7. Clean magneto. 8. Check wheel alignment. 9. Carefully examine steering knuckle and all parts of steering gear. 10. Test spark plugs and adjust or replace if required. 11. Inspect wheel bearings. 12. Inspect brakes.

Youngstown Fire

Fire of undetermined origin on July 5 destroyed one of the storage plants of the Mauser Warehouse Co. in the heart of the business district of Youngstown, Ohio. The property loss was estimated at \$100,000. The structure was located at Walnut Street and the Erie Railroad. The contents lost included property of sugar and oil companies.

YOUR BUSINESS—AND THE MOTOR TRUCK

THIS is the tenth of a series of articles by Mr. Sniffin and deals with the care of the motor truck during hot weather. It was written originally for an earlier issue of the summer, but circumstances compelled deferring publication until this August number.

Care of engine, exhaust, cooling system, and some suggestions as to proper lubrication are set down in this article, which should be read by garage superintendents and drivers as well as by the warehouse executives themselves.

Formerly with the International Motor Co., Mr. Sniffin is a recognized authority on motor truck topics. He has been making a special study of truck operation in relation to the public storage industry in order to write these articles.

looseness of the belt, tight bearings or loose fan blades, and if trouble is found, it should be remedied at once. A loose fan belt will surely cause overheating as quickly as restricted circulation and should be prevented by tightening. The water hose connection between the radiator and the engine should be examined for soft spots which would restrict the circulation.

In adding water to the cooling system, if centrifugal pump is used it is not necessary to bring the water closer than two inches from the top of the radiator, for the water, when heated by the engine, takes up more room than when cold and fills the radiator completely. On the other hand, always keep the radiator water level, at least one inch above the top ends of the core tubes, to insure an even distribution of water to all tubes in the core when the engine is running.

One should bear in mind that for a radiator to function properly it is neces-

Protect Yourself Against Fire Hazards

Some Suggestions by National Board of Underwriters

GENERAL storage warehouses and their contents suffered from fire during 1920 and 1921 to the extent of \$16,624,828. This figure is set down in compilations recently made public by the actuarial bureau of the National Board of Fire Underwriters, and is based on 2877 insurance claims filed as a result of fires in warehouses, the average loss for each claim being \$5,779.

Exposure

"WAREHOUSES, both public and private, are commonly located in congested districts, and the surrounding construction—however good that of the warehouse itself may be—often is not of fire resistive type. Consequently it is not surprising to note that the chief factor in the destruction of warehouse property for the two years under review was exposure (including conflagrations). The loss of \$3,198,792 ascribed to exposure, or communicated fire, is virtually double that resulting from spontaneous combustion which, with \$1,613,321, stood highest among originating causes.

"While the dangers of exposure probably can never be wholly eliminated, the value to exposed fire resistive construction of installing windows of wired glass, framed in metal, and, as supplementary protection, of fireproof shutters of approved design, has been demonstrated conclusively with every variety of business tenancy. It must be inferred that much of the warehouse property destroyed in 1920 and 1921 was of non-fire-resistive type, or, if of fire-resistive type, then without proper shielding of outside openings.

Importance of Ventilation

"THE spontaneous combustion was the most prominent inceptive cause of warehouse fires and indicates a lack of knowledge of the inherent nature of many of the commodities accepted for storage. It cannot be said that the blame for loss from spontaneous combustion rests entirely with the warehouseman, for the degree of combustibility of many substances has not yet been completely determined even by chemists concerned with this phase of fire prevention. It is a subject that merits—and is receiving—close study. There are, however, some common sense rules which may be applied to advantage where uncertainty exists; and the first of these relates to ventilation.

"Well-ventilated warehouses—and most of them can be kept so—offer the least opportunity for the generation of spontaneous combustion. And, it should

be noted, by ventilation is meant not only the admission of fresh air but the stacking of stores so that the air already in the room can circulate freely around them. Then, too, floors, aisles, stair-

The repositories where the fires occurred contained such commodities as cotton, furniture, tobacco, sugar, paper, chemicals and cold storage products. It should be stated that all these losses do not fall on the public storage industry alone; private as well as public plants are included in arriving at the amount of losses. A recent bulletin issued by the National Board of Fire Underwriters says:

to reduce the chances of spontaneous combustion.

Smoking and Other Causes

"BUT if both exposure and spontaneous combustion are partly preventable, what shall be said of the cause that occupied third place—Matches—Smoking? It was responsible for \$1,106,890 damage. No longer ago than Feb. 15 a drug warehouse in Washington, D. C., was gutted by fire attributed by the fire marshal to a cigar or cigarette stub. The loss was estimated at between \$200,000 and \$300,000.

"Smoking in or around a warehouse should be prohibited and the prohibition rigidly enforced. This is not far from being the cardinal safety rule in warehouse management.

"Fourth, fifth and sixth, respectively, among the fire causes were sparks from combustion—including sparks caused by bonfires and from factory and locomotive stacks—which inflicted a loss of \$618,272; electricity, with a loss of \$322,603; and stoves, furnaces, boilers and their pipes, with \$128,453. It was thought to be an overheated stove that started a serious blaze, early this year, in a Superior, Wisconsin, warehouse—to pick one instance at random.

"Some large cities classify, by ordinance, warehouses within their jurisdiction and require from the management a declaration of the kinds of merchandise to be admitted to storage. Departures, in practice, from this statement, which is given as a warranty, are punishable by revocation of license. It is not unlikely that much of the warehouse loss in 1920-21 was occasioned by absence of such regulations or inexplicitness in the laws pertaining to acceptable merchandise.

What a Spark Started

"IT was, fundamentally, a lack of clarity or comprehensiveness in the warehouse regulations of Manhattan which sealed the fate of the Manufacturers' Transit Company's warehouse, a six-story and basement structure rated as 'fireproof.' Early in the morning of

ARE YOU PROTECTING AGAINST FIRE?

LEADING major causes of fire losses in general warehouses are given by the National Board of Fire Underwriters as:

1. Exposure.
2. Spontaneous combustion.
3. Matches—Smoking.
4. Sparks from combustion.
5. Electricity.

"Construction and maintenance of storage warehouses, from the standpoint of safety," says a statement by the Board, "is a study that, in the light of latest fire loss statistics, may well continue to engage close attention."

The Board urges fire resistive construction, proper ventilation, prohibition of smoking, correct piling of merchandise, limitation of floor areas, standard automatic sprinklers, alert watchman service, central alarm system, approved fire extinguishers and buckets, protection of pipes, safe illumination, avoidance of floor overloading, and use of dunnage.

Concerted action throughout the industry to carry out the Board's recommendations should in time lead to lower insurance rates!

ways, landings, elevator floors, and loading platforms, inside and out, should be kept free from rubbish and refuse, spillage and siftings. Sweepings should be deposited in self-closing metal containers and frequently removed from the premises. This much at least can be done

July 18, last year, a case of magnesium powder became ignited in the elevator of that building—which was on Jane Street, in the Greenwich Village section of New York—while several cases were being lowered for removal. According to report, neither the municipal authorities nor the underwriters on the risk knew of the presence of this hazardous substance.

"The initial spark which started what turned out to be one of the most stubborn fires in the history of the New York Fire Department, probably was due to friction from a freight handler's hook. Some idea of its intensity may be gathered from the department records which show that, a few hours after the fire broke out, more than sixty high pressure streams were being poured simultaneously on the burning building from every tenable point of vantage. An explosion which occurred soon after the fire started, killing one fireman and injuring several others, resulted, no doubt, from the hydrogen gas liberated in the confined elevator shaft when water struck the burning magnesium. The fire burned steadily for twenty-four hours and rekindled at intervals thereafter for more than a week.

"The lessons in warehouse management to be read from this fire are many.

"The mistake of piling merchandise too close to walls, ceilings and windows was amply demonstrated.

"Firemen were greatly hampered through their inability to direct streams into the interior of the building on account of obstructed window spaces.

"Furthermore, heavy rolls of newspaper were stored an insufficient distance—so it was revealed—from the walls. When this paper became thoroughly saturated, it swelled to such an extent that one of the exterior brick walls bulged almost to the point of collapse. This fire proved conclusively that fibres and fibrous products in storage should be allowed plenty of clearance on all sides. A prior case is on record where a stock of jute expanded so as to absorb completely a space of twenty inches, causing the fall of a solid brick wall.

"In its official report on what has become known as the 'Jane Street' fire, the New York Board of Fire Underwriters makes the following significant pronouncement:

"That presence or storage of magnesium powder, a material capable of causing such a violent explosion as occurred in this warehouse, indicates the advisability of a reconstruction of regulations, both insurance and municipal, to determine if they need to be strengthened and make more explicit, with the view to prevent such material again finding its way into public warehouses."

Other Blazes

"MANY will remember that the explosion and fire in March, 1918, which wrecked the buildings comprising Jarvis Warehouse, in Jersey City, and which spread to the Erie Railroad shops, where enormous havoc was wrought, also resulted from the storage of chemicals;

Causes of Fires in General Storage Warehouses (i.e. not specifically classified)

Causes	Losses 1920-1921
Unknown causes	\$8,997,670
Exposure, including conflagrations	3,198,792
Spontaneous combustion	1,613,321
Matches—Smoking	1,106,890
Sparks from combustion	618,272
Electricity	322,601
Stoves, furnaces, boilers and their pipes	128,453
Miscellaneous unknown causes	106,956
Open lights	100,820
Lightning	77,022
Petroleum and its products	61,599
Sparks on roofs	61,298
Sparks from machinery	56,082
Explosions	42,299
Ignition of hot grease, oil, tar, wax, asphalt, etc.	32,672
Incendiarism	29,404
Hot Ashes and coals—Open fires	25,249
Defective chimneys and flues	19,682
Gas, natural and artificial	15,895
Fireworks, firecrackers, etc.	8,512
Steam and hot water pipes	856
Rubbish and litter	480
Total	\$16 624,823

in this case the substance was chlorate of potash. Its presence in one of the buildings was, however, no secret.

"Sparks from freight elevators, or from electrically operated portable tiering machinery, have caused a number of fires, especially those tiering machines which depend for their current upon the electric light circuit. The fault is not in the machine, of course, but in the making and breaking of contact, which is often carelessly done.

"Fire entailing a loss of \$150,000 occurred recently from hot coals in a warehouse under construction in the city of Duluth. The building had not yet been roofed, and the canvas covering, spread across the false woodwork and scaffolding of the third floor, caused the gas from the hard coal burning in a number of salamanders to be retained. It was thought that this gas, because of poor ventilation, reached the ignition point and started the fire, which spread through the litter of shavings on the floor and soon involved the whole structure.

Some Protective Features

"NEXT in importance, in warehouse occupancy, to materials of construction is the limitation of floor areas. It is recognized that, in many instances, liberal floor spaces are essential to economical operation, but there always is a safe limit. What this limit is will be determined by the nature of the materials to be stored. Areas greatly affect the fire hazard and for this reason they should be intelligently regulated. The National Board Building Code makes street frontage, height and type of construction the determining factors as to areas; liberal increases, however, are permitted where automatic sprinklers are installed.

"There are certain protective features that should be afforded in every warehouse. These include, besides standard automatic sprinklers, an alert watchman service, trained in turning in alarms and in operating "first aid" fire appliances; a central alarm system; and approved fire extinguishers and fire buckets, which should be disposed with a view

to instant availability and kept filled.

"One extinguisher of 2½ gallons capacity, or five pails, to every 2500 sq. ft. of floor area is a safe proportion. There should be provided for the same area one pipe pole and one fire axe.

"Rubber covers or tarpaulins should be provided in sufficient quantity to be of service in salvaging merchandise.

"Where the character of the contents requires heat, proper protection of all pipes is imperative; where heat is needed only in the office, the hazard is of course, greatly lessened, particularly if the office is so constructed as to confine any ordinary blaze that might occur there. Heating should be by steam, with the steam boiler located in a separate, detached building of fire-resistive construction, or in an extension cut off, preferably, by a blank wall. Coal should be so stored as to minimize the hazard of spontaneous combustion. Radiators should be guarded by removable screens, and the installation of radiators should be such as to preclude their use as shelves.

"Unquestionably, the safest form of illumination for storage rooms, as well as office, is electricity. It should be properly installed with all wiring inclosed in conduit. Outlets should be inspected periodically.

"All materials of a hazardous nature should be segregated, and where there is the slightest doubt as to the hazard of the material it should be kept away from any inflammable goods that may be in storage. The warehouseman should protect himself and his patrons by requiring a statement as to the hazard of any material offered for storage before a receipt is tendered. Provision should be made for the rapid removal of dangerous material in case of fire. Materials subject to spontaneous combustion should be so piled or tiered that one end or side of every bag or other container is exposed to inspection. In many cases the hazard can be determined by an inspection of the labels which are placed on the package or container, in conformity to the requirements of the Interstate Commerce Commission.

(Continued on page 48)

Current Electric Truck Specifications

Supplementing the Gas Truck Table Published in the
July Issue of DISTRIBUTION & WAREHOUSING

THE specifications of electric trucks, which follow, supplement those for the gasoline truck which appeared in the July issue of *Distribution & Warehousing*. They are useful in making comparisons between various makes of electric trucks. There is a growing appreciation of the fact that, for certain classes of service, the electric has many points of advantage. The proper field of the electric seems to be city transportation, or its equivalent.

In selecting truck equipment, electrics should be considered wherever the daily mileage is not high—say fifty miles or less. This is about the maximum distance at which they operate most economically. This distance will naturally vary with different trucks and different conditions of service. In some cases

the maximum will be more than fifty and in others less. One large user of electrics sets forty miles as the economical limit in his business.

Long life is one of the important advantages claimed for the electric truck. In New York City there are twenty-one electric trucks that have been in service for twenty-five years.

There are numerous reasons for the long life of the electric. It usually operates at relatively slow speeds, and its use at the present time is confined largely to paved city streets, so that it does not get the wear and tear incidental to traveling over roads of all kinds. The electric motor which drives the truck is an extremely durable piece of apparatus. Its motion is, of course, rotational, so there are no strains from

unbalanced reciprocating forces as in the gasoline engine. The batteries used in this type of vehicle are built for hard service, and they stand up under it.

A truck earns its pay only when it is on the road with a load. A truck out of service is an expense. Some operators of electrics have two batteries for each truck. This extra equipment is desirable when the truck is to be operated over a greater daily mileage than can be covered on one charge of the battery. Under these circumstances an extra battery is provided so that the discharged battery can be removed and charged and a fully charged battery substituted for it. In this way the truck can be kept in operation for a larger portion of each day with a consequent saving in overhead cost.

MAKE AND MODEL	Tons Capacity	Weight with Battery	PRICE		TIRES			MOTORS			DRIVE			PERFORMANCE				MAKE AND MODEL
			With Battery	Without Battery	Wheel Base	Front Type and Size	Rear Type and Size	Location	Make	Number and Horse Power	Final Drive	Total Reduction (Motor to Wheels)	Type of Rear Axle	Miles		Speed		
														Loaded	Light	Loaded	Light	
Autocar.....	1	3700†	.....	.....	97	S-34x4	S-36x6	U w J.S.	Own.....	1	Spur.....	.....	F	50	55	14	.....	Autocar.....
Autocar.....	1	3800†	.....	.....	120	S-34x4	S-36x6	U w J.S.	Own.....	1	Spur.....	.....	F	50	55	14	.....	Autocar.....
Autocar.....	2	4000†	.....	.....	97	S-34x4	S-36x6	U w J.S.	Own.....	1	Spur.....	.....	F	50	55	14	.....	Autocar.....
Autocar.....	2	4100†	.....	.....	120	S-34x4	S-36x6	U w J.S.	Own.....	1	Spur.....	.....	F	50	55	14	.....	Autocar.....
C.T..... D1	1½	2200†	.....	\$1585	100	C-36x3	C-36x3½	U w R.A.	G.E.....	2-3	Spur.....	11.5	F	.....	.....	13	14	C.T..... D1
C.T..... B15*	¾	2300†	.....	1985	116	S-36x3	S-36x4	U w R.A.	G.E.....	2-3	Spur.....	11.5	F	.....	.....	13	14	C.T..... B15*
C.T..... D2-B2*	1	2400†	.....	2150	124	S-36x3½	S-36x5	U w R.A.	G.E.....	2-3	Spur.....	11.5	F	.....	.....	12	14	C.T..... D2-B2*
C.T..... B4	2	4000†	.....	2575	116	S-36x4	S-36x4d	U w R.A.	G.E.....	2-4	Spur.....	12.1	F	.....	.....	10	12	C.T..... B4
C.T..... C6	3	4200†	.....	2575	116	S-36x4	S-36x4d	U w R.A.	G.E.....	2-3	Spur.....	28.6	D	.....	.....	7	8	C.T..... C6
C.T..... C7-A7*	3½	5000†	.....	3550	126	S-36x5	S-36x5d	U w R.A.	G.E.....	2-4	Spur.....	17.3	D	.....	.....	8	10	C.T..... C7-A7*
Ehrlich..... A-Z	1-3½	.....	.....	.....	.....	S-36x4	S-36x5	U w R.A.	West.....	1-4	Herr.....	20.0	F	50	65	14	14	Ehrlich..... A-Z
Kelland..... A	1½	3250	2200	1550	102	S-34x3	S-34x3	Separate.....	G.E.....	1-6	Spur.....	13.0	F	35	45	14	16	Kelland..... A
Kelland..... B	1½	3050	3020	1650	102	S-34x3½	S-34x3½	Separate.....	G.E.....	1-6	Bevel.....	13.0	F	40	50	13	15	Kelland..... B
Kelland..... C	1	3850	2656	1750	102	S-34x3½	S-34x4	Separate.....	G.E.....	1-6	Bevel.....	13.0	F	45	55	12	14	Kelland..... C
Lansden..... BG	¾	.....	.....	1600	108	P-32x4½	P-32x4½	U w R.A.	G.E.....	.....	Bevel.....	12.7	F	50	.....	14	15	Lansden..... BG
Lansden..... C	1	.....	.....	1850	108	S-36x3	S-36x3½	U w J.S.	G.E.....	.....	Chain.....	11.9	¾F	50	.....	10	12	Lansden..... C
Lansden..... D	2	.....	.....	2250	121	S-36x4	S-36x3	U w J.S.	G.E.....	.....	Chain.....	12.8	¾F	.....	.....	.....	.....	Lansden..... D
Lansden..... E	3½	.....	.....	2950	133	S-36x5	S-36x4	U w J.S.	G.E.....	.....	Chain.....	13.1	¾F	45	.....	8	10	Lansden..... E
Lansden..... F	5	.....	.....	3350	146	S-36x7	S-36x6d	U w J.S.	G.E.....	.....	Chain.....	12.3	¾F	40	.....	7	9	Lansden..... F
Milburn..... 27D	¾	2925	1085	.....	115	P-33x4	P-33x4	U w J.S.	G.E.....	1-4	Worm.....	10.3	½F	50	60	20	.....	Milburn..... 27D
Milburn..... 43	1½	.....	.....	1585	115	P-32x4½	P-32x4½	U w J.S.	G.E.....	1-4	Worm.....	10.3	D	45	55	18	.....	Milburn..... 43
Milburn..... 40	1	.....	.....	1985	128	P-32x4½	P-33x5	U w J.S.	G.E.....	1-5	Worm.....	14.6	D	40	50	8	15	Milburn..... 40
Walker..... 12	1½	.....	.....	104	S-32x3	S-32x3½	Separate.....	G.E.....	1	Bevel.....	5.5	½F	.....	.....	.....	15	Walker..... 12	
Walker..... 22	2	.....	.....	101	S-34x3½	S-36x4	U w R.A.	West.....	1	Spur.....	16.9	F	.....	.....	.....	14	Walker..... 22	
Walker..... 42	1	.....	.....	114	S-36x4	S-36x5	U w R.A.	West.....	1	Spur.....	14.6	F	.....	.....	.....	13	Walker..... 42	
Walker..... P	3½	.....	.....	131	S-36x5	S-38x5d	U w R.A.	West.....	1	Spur.....	18.2	F	.....	.....	.....	11	Walker..... P	
Walker..... N	5	.....	.....	141	S-36x6	S-38x6d	U w R.A.	West.....	1	Spur.....	18.2	F	.....	.....	.....	10	Walker..... N	
Walker..... EN	2	7000	3615	2575	114	S-36x4	S-36x7	U w J.S.	G.E.....	1-5	Spur.....	14.0	F	40	60	13	15	Walker..... EN
Walker..... EL	3½	8000	4740	3475	132	S-36x4	S-36x8	U w J.S.	G.E.....	1-6	Spur.....	13.0	F	40	60	12	14	Walker..... EL
Walker..... ES	5	10500	5520	3975	150	S-36x6	S-40x6d	U w J.S.	G.E.....	1-7	Spur.....	.....	F	40	60	10	12	Walker..... ES
Ward..... WS2	1½	4650	.....	88	S-32x3	S-32x3½	U w P.S.	G.E.....	1-3	Worm.....	14.6	½F	50	65	13	14	Ward..... WS2	
Ward..... WA3-WA4	3½	7200	.....	96	S-32x3½	S-34x4	U w P.S.	G.E.....	1-4	Worm.....	14.6	½F	60	75	11	13	Ward..... WA3-WA4	
Ward..... WM2	1-1½	9000	.....	96	S-32x3½	S-34x5	U w P.S.	G.E.....	1-5	Worm.....	14.6	½F	60	77	10	12	Ward..... WM2	
Ward..... WB3-WB4	1½	10000	.....	108	S-34x4	S-36x5	U w P.S.	G.E.....	1-5	Worm.....	14.6	½F	48	63	10	12	Ward..... WB3-WB4	
Ward..... WD3-WD4	2½	14000	.....	120	S-36x5	S-36x7	U w P.S.	G.E.....	1-6	Worm.....	17.6	½F	57	76	9	11	Ward..... WD3-WD4	
Ward..... WF3-WF4	3½	20000	.....	132	S-36x6	S-36x10	U w P.S.	G.E.....	1-8	Worm.....	13.0	½F	44	75	8	10	Ward..... WF3-WF4	
Ward..... WH3-WH4	5	28000	.....	146	S-36x7	S-40x12	U w P.S.	G.E.....	1-10	Worm.....	13.0	½F	38	66	7	9	Ward..... WH3-WH4	

*—Made in various wheelbase lengths
†—Weight without battery

TIRES

C—Cushion
S—Solid
d—Dual
P—Pneumatic

MOTOR

U w J.S.—Unit with Jack Shaft

U w R.A.—Unit with Rear Axle

U w P.S.—Unit with Propeller Shaft

G.E.—General Electric

West—Westinghouse

DRIVE

Herr—Herrington gear

F—Floating

¾F—¾ Floating

¾F—¾ Floating

D—Dead

ADDRESSES OF ELECTRIC TRUCK MANUFACTURERS

Autocar Co., Ardmore, Pa.
Commercial Truck Co., Philadelphia, Pa.
Ehrlich Elec. Constr. Co., Chicago, Ill.
Kelland Motor Car Co., Newark, N. J.
Lansden Co., Danbury, Conn.
Milburn Wagon Co., Toledo, Ohio.
Walker Vehicle Co., Chicago, Ill.
Walter Motor Truck Co., New York, N. Y.
Ward Motor Vehicle Co., Mt. Vernon, N. Y.

WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the
Warehouse Industry Are Invited to Contribute News to This Department

American Warehousemen's Association

Five New Members

THE election of five new members in the American Warehousemen's Association is announced by the general secretary, Charles L. Criss, Pittsburgh, as follows:

Carolina Transfer & Storage Co., Charlotte, N. C. Affiliation is with the merchandise and household goods divisions. W. D. Wilkinson is president and J. L. Wilkinson is secretary and treasurer.

Dallas Storage & Warehouse Co., Dallas, Tex. With the merchandise and household goods divisions. M. B. Keith is president and D. D. Rogers is secretary and treasurer.

Maier Sales & Storage Co., Huntington, W. Va. With the merchandise and household goods divisions. W. J. Maier is president, Will Jobe is secretary and Charles E. Walker is treasurer.

Molsen's Warehouse, Montreal, Canada. With the merchandise division.

Rucker Bonded Warehouse Corp., Greensboro, N. C. With the merchandise division. Pierce C. Rucker is president and E. C. Land is secretary and treasurer.

The Lackawanna Cold Storage Co., Scranton, Pa., which was identified with the cold storage division, has resigned from membership. The Terminal Warehouse Co., Omaha, Neb., already with the merchandise branch, has taken affiliation also with the household goods division.

Encyclopedia Issued

After many months of constructive labor on the part of the Central Bureau committee, the A. W. A.'s long-promised book—"Warehousing General Merchandise—An Encyclopedia"—has been issued.

This volume, containing 415 pages, should be on the desk of all merchandise warehousemen and of all traffic and sales managers who have direct charge of distributing goods through commercial storage plants.

The price is \$10 a volume and every merchandise warehouseman and every shipper will find it worth the price. Orders should be sent to the association's secretary, Charles L. Criss, Room 1110, Bessemer Building, Pittsburgh, Pa.

The purpose of the book is explained

in the foreword, which reads as follows:

"This volume has been compiled for the purpose of enabling the warehouseman to determine equitable rates applicable to the various commodities handled and stored by him, to enable him to quote rates on commodities concerning which he himself has had no actual experience, and to furnish him with other useful information concerning commodities offered for storage.

"Certain fundamental factors govern the relative rates which should be charged for various commodities and these factors may generally be stated as shape, size, density and inherent qualities of the merchandise or the containers.

"The Package Rate Tables presupposes a determination, in the case of storage, of the amount of revenue required per square foot; and in the case of handling, a prior determination of a proper rate for the handling of such usual and convenient packages as 100-pound bags of flour and sugar.

"There is shown a standard warehouse example which applies equally to the warehouseman owning his building and to the warehouseman who rents.

"The use of the classifications shown for the various commodities is dependent upon first setting the Classification Package Rate Table in accordance with the formula provided for that purpose. The columns to be used as Class A in the case of storage, and Class X, for example, in the case of handling, must be determined before the table can be set; and similarly, the appropriate headings must be inserted for each of the remaining columns in the method prescribed. Careful consideration of the warehouse example and the manner in which it is computed is recommended as a prerequisite in determining rate bases.

"The commodity classification section covers the classification of the majority of commodities which are stored by warehousemen. There are, however, some commodities which are stored, but which are not classified herein by reason of insufficient data concerning them or doubtful reliability of available data due to an insufficient number of observations.

"The classifications given include a brief description of the commodity, its varieties, source, use, general characteristics which affect the manner in which it may be handled or stored, the type of package, dimensions, volume, weight and classification.

"Various sources have produced this information, most of it having been as-

(Concluded on next page)

National Furniture Warehousemen's Association

New Members

ELECTION of the following new members in the National Furniture Warehousemen's Association is announced by the secretary, Ralph J. Wood, Chicago:

Alhambra Transfer & Storage Co., Alhambra, Cal. E. A. Neiger is president and D. Erbes is secretary and treasurer.

Allen Storage Warehouse Co., Portland, Me.

Allender Co., Inc., Lexington, Ky. E. B. Allender is president and W. C. Brown is secretary and treasurer.

Big 4 Storage & Transfer Co., Charleston, W. Va.

Blue Line Storage Co., Des Moines, Iowa. F. O. Green is president and L. E. Stone is secretary.

Carolina Transfer & Storage Co., Charlotte, N. C. W. D. Wilkinson is president and J. L. Wilkinson is secretary and treasurer.

City Transfer Co., Honolulu, Hawaii. Partnership of D. M. Moncrief and H. J. Ancill.

Dougherty & Bryant Co., Sioux City, Iowa. M. D. Dougherty is president and Nellie W. Dougherty is secretary and treasurer.

Gary Transfer Co., Gary, Ind.

Gaukler Storage Co., Pontiac, Mich.

McBride Transfer & Storage Co., Walla Walla, Wash.

Natrona Transfer, Storage & Fuel Co., Casper, Wyo. J. L. Biedermann is president.

Newark Warehouse & Storage Co., Newark, Ohio. R. B. Haynes is owner.

Nelson Transfer & Storage Co., Charleston, W. Va. J. H. Abbot is president, L. L. Abbot is secretary and J. H. Abbot, Jr., is treasurer.

Nold Transfer & Storage Co., Pasadena, Cal. E. N. Nold is president and W. H. Nichols is secretary and treasurer.

San Francisco Storage & Moving Co., San Francisco. H. M. Goldberg is president and E. Morrison is secretary.

Security Storage & Transfer Co., Ltd., Regina, Sask., Canada.

South Orange Storage Co., South Orange, N. J. J. H. Rimback, Jr., is president.

Von Sydow's Fireproof Warehouse, Chicago. Walter Von Sydow is manager.

Warner Fireproof Warehouse, Chicago.

American Warehousemen's Association

(Concluded from previous page)

certained from the actual experience of warehousemen throughout the country. The records of various United States Government Departments have been freely consulted in verifying details as to various commodities and types of containers. Much of this consultation was made necessary by reason of the confusion existing in trade and technical names of a number of commodities and varying standards of containers."

What the Book Offers

The contents of the volume are briefly as follows:

Glossary. Commodity Classification, taking in hundreds of commodities from acetate of lead to zingiber and occupying 280 of the pages. Classification Package Rate Table. Theory of Classification, embracing storage classification, handling classification, the lot unit, less than full lot unit quantity, individual package delivery, small packages, extra charges for less lot unit and small packages, application of lot unit, loss of space, standard modifications, table showing percentage of increase and decrease from base, weights and measurements, minimum computing weight, computing weight, package rating steps, standard packages and piling methods. Classification method. Floor load classification table. Methods for finding the rates for classified and unclassified commodities. Density Classification Table. Index System. Index System Package Rate Table. Cubic System Package Rate Table. "Cost Finding," covering about 40 pages. Standard Warehouse Example. Average Occupancy of Warehouse Space. Standard Terms and Conditions. The Central Warehousemen's Club merchandise storage and handling base rate tables. Text of the uniform warehouse receipts Act.

The Workers

The men to whom credit goes for producing the encyclopedia are T. E. Witters, Baltimore, chairman of the Central Bureau committee; H. I. Jacobson, New York; Chester B. Carruth, Chicago; George A. Rhame, Minneapolis; John Bekins, Omaha; W. I. Ford, Dallas; E. H. Maxwell, New York; John L. Nichols, Boston; S. G. Spear, Boston; D. L. Tilly, New York; E. H. Bacon, Louisville; R. W. Dietrich, New Orleans; George Hamley, Minneapolis; W. B. Mason, Providence; A. H. Millward, Chicago; W. W. Morse, Minneapolis; Edwin Morton, New York; Robert L. Spencer, Pittsburgh; S. H. Verrall, Chicago; S. M. Woodson, Kansas City, and F. N. Bates, W. N. Cox, C. W. McDonald, A. W. Peterson and C. C. Stetson.

New York State Cold Storage Association

Yearly Meeting

WITH an attendance of some 350 members and their families, the New York State Cold Storage Association held its tenth annual convention on June 19 on the steamship Ontario, running between Rochester, N. Y., and Coburg, Ontario.

At 11 a. m. a meeting of the executive committee was held and routine business transacted, including the election of several new members. Following dinner, a tour of Coburg and the departure of the vessel for Rochester, a formal meeting was called together by the president, J. R. Shoemaker, Elmira. Reports and discussion were held and officers were then elected as follows:

President, J. R. Shoemaker, Elmira; First Vice-President, D. S. Beckwith, Albion; Second Vice-President, A. A. Reeves, Rochester; Secretary and Treasurer, E. A. Rogerson, LeRoy. Harry C. Lewis, New York, and Grant L. Pugh, Lockport, were chosen new directors.

A legislative committee was elected comprising S. T. Church, Albion; Eugene W. Lewis, New York; Redfield Tomlinson, Rochester, and H. B. Cash, Rochester.

California Warehousemen's Association

Yearly Meeting

THE California Warehousemen's Association at its third annual convention, held at the Hotel Fresno, Fresno, June 13 and 14, elected officers as follows:

President, W. E. Jones, operating executive, Associated Terminals, San Francisco.

First vice-president, Henry G. Turner, The Grange Co., Modesto.

Second vice-president, Charles T. B. Jones, president, Davies Warehouse Co., Los Angeles.

Third vice-president, Fred D. Parr, Parr Terminal Co., Oakland.

Treasurer, S. M. Haslett, president, Haslett Warehouse Co., San Francisco.

L. A. Bailey, San Francisco, continues as secretary.

Directors were elected as follows: Northern district—W. P. Dwyer, William S. Hall, C. B. Harter, W. E. Hibbitt and W. E. Jones. Central district—A. T. Gibson, S. M. Haslett, Fred D. Parr and Frank Somers. Valley district—George H. Cutter, W. C. Nixon, J. W. Schuler and Henry G. Turner. Coast district—Homer N. Duffy, M. M. Gragg, O. R. McAdam and E. P. Marshall. Southern district—Gerald FitzGerald, E. B. Gould, Charles T. B. Jones and M. E. Turner.

William S. Hall, Durham, in his address as retiring president, outlined the two principal objects to be considered—adoption of a uniform warehouse receipt and the promulgation of standard terms and conditions to be made applicable to country warehouse storage services.

"We observe a national effort being made to simplify matters regarding industrial pursuit through a standardization policy," he said, "and to me our industry may well undertake such definite ends as will lead us to the adoption of a receipt form and a set of tariff rules that will be substantially uniform and, therefore, become generally understood by our patrons."

Alluding to warehouse practices, Mr. Hall declared that, "in order to demonstrate to the public our real purpose, it is my suggestion that we arrange a committee on public relations to whom we can look for solutions of serious unethical practices." He added:

"The success of our business, like the success of all public utilities, depends largely upon the confidence we hold from the public."

Mr. FitzGerald, reporting on behalf of the publicity committee, expressed opinion that advertising by the individual warehouse company was more appropriate than group advertising. Alluding to a group advertising campaign by five San Francisco plants, he reported that from the direct result viewpoint it was not a financial success, but "from the viewpoint of education to the public I believe it was a success."

Mr. FitzGerald urged the writing of news articles for the press as another method of keeping the industry before the public. Reporting as chairman of the legislative committee, Mr. FitzGerald referred to the resolution adopted at last year's convention—"That it be the endeavor of the California Warehousemen's Association to secure an amendment to the Public Utility Act requiring new warehouse engagements, as well as additions to established warehouse areas, to obtain such certificates"—i.e., certificates of public convenience and necessity.

This measure, Senate Bill 537, was supported by the State's warehousing interests at the recent session of the Legislature. It was opposed by agricultural and growers' organizations on various grounds, the farm bloc standing solidly against it, the opponents representing that the warehouse industry was endeavoring to create a monopoly of the public storage business. "At the last moment," Mr. FitzGerald reported, "the organized labor lobby came out against the bill, which influenced still further votes against it, and on vote the measure was lost." The chairman added:

"Your committee still believes that, in view of the commission's regulations over such things as rates, charges, stock and bond issues, discrimination, and perhaps of the service, there should be a complete regulation, or, in other words, that all of the provisions of the Public Utility Act should apply to the warehouse industry if it be regulated at all under the Act."

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"Pool Car Development Has Just Begun"— Gerhardt to Distributors

What Bush Terminal Vice-President Told Chamber of Commerce

DISTRIBUTION & WAREHOUSING believes that shippers and warehousemen will be interested in reading the verbatim text of what P. L. Gerhardt, vice-president of the Bush Terminal Co., New York, said regarding pool car distribution in his informal discussion of this subject at the meeting of the Domestic Distribution Department of the Chamber of Commerce of the United States at the Chamber's convention in New York in May.

"IT is natural to assume that my sympathies would be toward the pool car development because it is going to solve, at least temporarily if not permanently, the transportation situation so far as less carload merchandise is concerned in certain territory of the country.

"Pool car development, and the use of it, has just begun. I believe that the war has brought to the fore the use of the pool car and, as we term it now, the warehouse, more than they were ever known before. The warehouse was resorted to at that time more as a necessity created by an evil, but when it was found that the warehouse was an instrumentality which was existing because it was producing an actual requirement, the shipping public became interested in it. Today, while the actual warehouse business in some directions has been reduced on account of the use of the pool car, on the other hand the warehouse is receiving and handling greater volume because of the use of the pool car.

"A difficulty which faces the country today, so far as less carload merchandise is concerned, is the vast distances over which certain industries must transport their merchandise. No longer are we that self-confined community of the old colonial days, where our bread is all made from wheat grown, we might say, in our back yard and ground in the village mill. On the contrary, we find the commodities made where the labor or raw material may be most accessible, and then transported thousands of miles.

"While we have done a great deal from the standpoint of reduced costs in mass manufacturing and production, we find on the other hand a tremendous problem facing us, to carry commodities in small lots to far distant points for consumption, and permitting the person at that point to buy it at a price which its production would dictate it should be sold at. We, therefore, have to delve around and resort to a system of distribution which will decrease the cost of reaching the consuming point.

"It may be that the time will arrive when we can get back to our railroad packing cars, but to my mind it will be restricted and will only be operated in

certain densely populated sections and between certain important points; for instance, from New York to Chicago. When we start to tap the territory between Chicago and New York, which is not so thickly settled, we find that some other method must be devised.

"The most glaring solution which faces us today is the pool car in connection with a warehouse. I do not believe that 'warehouse' is the right term, because it suggests generally a depository for surplus goods. I do not believe that the 'warehouse' is any longer a reservoir for surplus goods. To my mind, the day of that kind of a warehouse is past. I believe that the warehouse of today, or the public warehouse, as some choose to call it, is an instrumentality which has a real function to perform, and the fact that it has grown in the past ten years more than it grew in the previous twenty-five years indicates that it must have been a necessary function or it would not continue to grow.

"Some ten years ago, in delivering a series of lectures before one of our leading universities, on trade and transportation, I had the temerity to term that instrumentality one of the cardinal factors of transportation, and at that time I did not know I was speaking of something which would come to pass in such great measure as it has come to pass today. The warehouse of today in connection with the pool car and the continued improved transportation facilities of this country, is going to offer to the shipping public the third cardinal medium of transportation, and while I do not believe it is going to be a patent medicine solution of the transportation or distribution evil, the proper use, on a well defined, well laid out campaign, of a logically located public warehouse will bring about economies in the distribution of merchandise and an efficient and expeditious movement of those stocks to the ultimate consumers.

"Of course, to make any statement as to how a warehouse, in connection with the transportation company, can accomplish an end, one should naturally have some hypothesis, or some particular situation to work out. In some cases the evil is most glaring; in other cases it is

A brief summary of what Mr. Gerhardt said was published in the June issue of *Distribution & Warehousing*. The minutes of the Distribution group meeting have since been transcribed, and the exact text of the Gerhardt talk has been supplied to this publication by the Domestic Distribution Department's assistant manager, G. H. Paine of Washington, D. C. What Mr. Gerhardt said follows:

not. If I recall, a tabulation was made of the shipment of washing machines from a point in Indiana, destined to the Pacific Coast. By the proper use, at way-points, of warehouse and pool cars the saving in the freight rate alone was two dollars and some odd cents a hundred. I do not think I need fear criticism from railroad men at this conference for taking away less-car business from them and giving them car business in its place.

"Two dollars and some odd cents per hundred pounds which was saved by transporting the greater distance in carload and the smaller distance less carload, was sufficient not only to pay the transportation charges, but was sufficient to pay the entire handling of the car on the other end by the warehouse, or some other similar agency; was sufficient to store each machine for some sixty days; was sufficient to pay the trucking charges from the warehouse, or the freight at final destination, to store-door delivery of the consumer, and still leave, as I recall it, a dollar and some cents saving per hundred pounds.

"Tabulating the general run of merchandise which would be offered for distribution, excluding very low grade articles, and articles which are trying to seek territories for sale where they have no right, I think I am safe in confirming the figures given by the speaker* when he said it was from 15 to 35 per cent, except that that 15 to 35 per cent represented percentively is not so impressive as the dollars and cents which the 15 and 35 per cent would indicate in money.

"I think it can be safely said, as to the general high class commodities for distribution, that by the use of the pool car and the warehouse there is at least enough saved to give a transportation service which is quicker and more expeditious than the old less carload transportation, and give a certain reasonable period of storage, say thirty days, which will always put the manufacturer or the distributor in the market with a spot stock, and sufficient to deliver to the warehouses, after paying the storage and the store-door delivery to the customer."

*W. Lee Cotter, Mansfield, O., in previous speech.

REDMAN SUES RAILROAD FOR ALLEGED EJECTION

B. F. REDMAN, president of the Redman Fireproof Storage Co., Salt Lake City, and well known in warehousing trade association activities, has begun suit for damages amounting to \$30,041.15 against the Los Angeles & Salt Lake Railroad, alleging that he was ejected from a passenger train at San Bernardino, Cal., on June 24.

He had purchased a round trip ticket from Salt Lake City to California and return. Upon boarding the train he found his space occupied by others. According to the complaint, train employees called him a "crook" and put him off the train on the ground that he was trying to travel on a "scalper's" ticket.

Mr. Redman has been prominent in Salt Lake City's business activities. He was formerly president of the local Rotary Club, was once a candidate for mayor and was a member of the executive committee of Utah's council of defense during the war. He alleges that the railroad employees caused him "to suffer great and enduring physical and mental anguish and pain and was forced to buy another ticket at San Bernardino for passage to Salt Lake City." A Salt Lake City newspaper, commenting editorially on the incident, says:

"Ben is so well known around these parts that there may be some local suspicion that the ejection from a California train bound for Salt Lake was inspired by native plotting. Ben has always been a good Indian in Utah and a valued citizen. California might figure him good material for future citizenship.

"Our Rotarian friend is a big man, but not very large. As we size him up, one fair sized conductor ought to be able to carry him out to the vestibule and toss him where he wanted. But in a complaint filed in the District Court, Ben recites that it took a train crew to force him to leave the train."

David B. Gamble Dies

David B. Gamble, member of the soap manufacturing firm of Procter & Gamble, Cincinnati, which distributes widely through public warehouses, died in Pasadena, Cal., on July 16, aged seventy-five years. He retired some years ago from active participation in the affairs of the company, of which he had been secretary.

Chicago Blaze

One of the Harder's Fireproof Storage & Van Company's warehouses, located at 141 West Sixty-second Street, Chicago, was damaged by a small fire on July 14. The manager was of the opinion that a lighted cigaret had been tossed among some packing material.

Columbian Buys Elston Plants

The Elston Packing & Storage Co., Grand Rapids, Mich., has disposed of its merchandise transfer and storage business, comprising seven warehouses and

unclaimed and refused freight department, to the Columbian Storage & Transfer Co. of the same city. The Elston company retains its household goods moving, packing and storage interests now being operated in conjunction with two fireproof warehouses at Wealthy Street and Charles Avenue.

The Columbian's acquisition gives that company twelve warehouses, all used for commercial storage business.

Gibson Heads New Company

A. T. Gibson, president of the Lawrence Warehouse Co., Oakland, Cal., has been elected president of the Bay City Transportation Co., San Francisco, operating a large fleet of barges between the two cities, handling package trade for trans-bay firms and for warehousemen of the Golden Gate.

NEW WAREHOUSE CO. IS FORMED IN CHESTER, PA.

THE Rodgers & Albany Warehousing Co., the organizers of which have since 1914 owned and operated the Story Express Co. in Chester Pa., has completed building a four-story concrete warehouse, 237x292 feet, at East Fourth Street and Melrose Avenue, Chester, at a cost of \$100,000.

The structure contains 2080 square feet of floor space and has direct connections with the Pennsylvania, Baltimore & Ohio and Philadelphia & Reading Railroads. A fleet of thirteen motor trucks is being operated.

The company will engage in merchandise distribution warehousing. The proprietors of the new company are J. S. Albany and J. R. Rogers, life long residents of Chester.

Wage Increase Demanded

The Merchant Truckmen's Bureau of New York announced through its secretary, Thomas F. Barry, in July that it had received a demand from the International Brotherhood of Teamsters for a wage increase, as of Sept. 1, of \$5 a week, together with an eight-hour day and a payment of overtime at the rate of 2 cents a minute. The new wage scale asked provides for \$32 a week for helpers, \$36 for drivers of two-horse trucks and \$40 for 5-ton chauffeurs.

Mr. Barry said the merchants of the port were unwilling to stand for higher cartage rates and that the demands for higher wages would not be granted.

Bekins Long Distance Plans

The Bekins Fireproof Storage, Los Angeles, has filed with the California State Railroad Commission an application to operate moving vans over routes taking in Los Angeles, San Francisco, Fresno and Oakland. Two transportation companies operating vans between Los Angeles and San Francisco are opposing the Bekins plans in proceedings before the Commission.

C. W. C. CONVENTION DISCUSSES RATE GUIDE

(Concluded from page 30)

Domestic Distribution group, to the interest awakened among railroad executives who attended.

Mr. Crutcher said that vice-presidents of the New York Central, Pennsylvania and New York, New Haven & Hartford railroads were making an extensive study of public warehousing. He referred to the appointment, by President W. W. Morse of the A. W. A., of a committee to take up this pool car warehousing with the railroad executives and said that with warehousing "in on the ground floor" nothing detrimental to the industry would take place. President Morse discussed the subject briefly.

The Loan Problem

A PAPER on finances and credit in relation to warehousing was read by Ralph C. Stokell, who is head of the cold storage warehousemen's credit bureau in Chicago. Mr. Stokell urged warehousemen not to give loans in excess of fair value and warned that under present conditions the practice of loaning money might not be profitable. Every borrowing customer should be required to supply a financial statement along the lines required by credit departments of banks, he declared, and another safeguard which the warehouseman should take was the inspection of the merchandise offered as collateral. Summarized, he said, there should be two considerations; first, the character and standing of the borrower; second, the quality and value of the merchandise.

Mr. Stokell advocated interchange of credit information among warehousemen, saying that such a policy would serve as a check against undesirable customers and would cut down the bad debt loss. Such an exchange practice was not difficult, he declared, and he went into a detailed explanation of how it could be adopted in warehousing.

The American Warehousemen's Association's new book—"Warehousing General Merchandise—An Encyclopedia"—was explained by Mr. Ford and Mr. Carruth.

The convention discussed a suggested amendment which would provide for holding only one meeting each year. After discussion, decision was deferred until the winter gathering.

In connection with the St. Paul convention the Minnesota Warehousemen's Association carried out an elaborate social and entertainment program, including luncheons, a theater party, sight-seeing and shopping tours and automobile rides for the ladies.

For all the delegates and the ladies a cruise on a barge was held one evening on the Mississippi River, and a dinner and dance was held at the White Bear Yacht Club for all on another evening. At the dinner, at which Thomas J. Skellet, Minneapolis, presided, talks were made by the Speaker of Minnesota's House of Representatives, President Morse of the A. W. A. and others.

MILBAUER IS MANAGER OF SHUPE TERMINAL

CHARLES MILBAUER, who was for fifteen years with the Trans-Continental Freight Co. until his recent resignation, has been made managing director of the Shupe Terminal Corp., engaged in merchandise warehousing and distribution with plant at Lincoln Highway and Passaic River, South Kearny, N. J.

Some months ago Mr. Milbauer aided in a silent way in the development of the Shupe corporation, and after retiring from the forwarding business and taking a short rest he returned actively to the management of the Shupe business.

Subsequently the Shupe company purchased an additional thirty acres of ground adjoining its earlier-acquired property, and now controls a total of 66½ acres and four buildings which, built and formerly occupied by the United States Engineering Corps during the war, was used extensively as a port of exportation of all the corps' material.

The warehouses have 4,000,000 square feet of storage space, and Mr. Milbauer states that they were 60 per cent occupied late in July.

During the past month Mr. Milbauer has occupied his time putting the property into first class shape and is now giving his attention to getting new storage business.

Located between New York City and Newark, the Shupe property is out of the congested rail section of the metropolitan district and, with rail, water and motor truck facilities, lends itself to distribution of pool cars for manufacturers desiring to reach the New York and New Jersey markets. Daily deliveries are made to points within ninety miles of New York.

On the occasion of Mr. Milbauer's forty-second birthday, late in July, he received from the employees of the Trans-Continental Freight Co. in Boston, Philadelphia and New York a brass desk set and a box of cigars, together with the following letter:

"The employees of the Trans-Continental Freight Co. feel deeply your leaving us and in appreciation of your many courtesies and favors shown us, we cannot find words of thanks. Under another cover we are sending you a small gift which we trust will be received in the same spirit in which we are sending it and hope it will cement the pleasant relations which have existed among employer and employees during your management of this office. We wish you success in your new undertaking and best of health and prosperity."

Brokers' Co. Has New Plant

The Brokers' Office & Warehouse Co., Wichita, Kan., has opened a new storage plant centrally located in the jobbing district and near the railroad stations, it is announced by the manager, M. E. Cuykendall.

Californians Oppose State Act as Being Uneconomical

(Concluded from page 42)

Mr. FitzGerald alluded to the proposed California Warehouse Act, which would, if enacted, he declared, "be inimical to the best interests of our members, since it is designed only with reference to the public protection and is not concerned with any economical conditions which might benefit the warehouse industry, while, on the other hand, the Public Utility Act, which has proved the best in California for the regulation of public utilities, was designed after a most careful investigation into the similar acts in effect in other States and offers both a public protection and protection to the industries which are regulated . . . free from the effects of political pressure." The chairman urged that the association prepare itself to meet any effort to enact the Act—or to amend it in such a manner as to encourage proper recognition by the warehouse industry.

Against State Weighing

Mr. FitzGerald urged adoption of the following resolution with regard to Assembly Bill 734: "Resolved, that the California Warehousemen's Association is unalterably opposed to the State engaging in the service of weighing agricultural or other products in or at public warehouses or engaging in any other function or service usually rendered or given by the warehouse industry." This resolution was adopted, together with the following two:

"Resolved, that it be the sense of this body that the Public Utility Act is the only plan of government regulation suitable to take jurisdiction over public warehouses and that said regulation should be maintained as a measure preventing the evils that follow unregulated public utilities, but that all benefits and protection under said Act should be given to the public warehouse."

"Resolved, that the president shall appoint a committee of five, of which three shall be country warehousemen, who shall give careful study of and full investigation into the so-called California Warehouse Act, with view of supporting such amendments thereto as may be necessary to make this Act satisfactory to warehousemen generally in California."

A. W. A. Receipt Endorsed

S. M. Haslett, reporting as chairman of the committee on warehouse receipts and warehouse certificates, described in detail the situation with regard to the efforts by the American Warehousemen's Association to work out a standard warehouse receipt. Discussion developed opinion that such a receipt should be adopted, and a motion was adopted that the California body obtain the A. W. A.'s approval of the use, by the Californians, of the standard document. A resolution was adopted also that a combined use

CAPITALISTS BEHIND NEW BIRMINGHAM CO.

THE Break Bulk in Birmingham Bonded Warehouse Corp. is being organized in Alabama. The company will be capitalized at \$3,030,000, according to announced plans, and will construct one of the largest warehouses in the South.

At a meeting of the interests behind the corporation Paul Chalifoux, a Birmingham capitalist in the building material business, was elected president. The directors chosen include:

H. C. Goodman, president of the Goodman Transfer & Warehouse Co.; J. B. Densmore, president of the General Finance Corp., Washington; John R. Walker, president of the International Bank of Washington; Sidney J. Bowie, president of the Crawford Auto Co.; and William Lowndes Walthour of the New York firm of Lowndes Walthour & Co., which will act as the fiscal agents.

Internationally known engineers have been retained to carry on the plans. The thought of the organizers is that Birmingham is a natural distribution point for a large part of the Southeast.

The company was recently chartered under Alabama laws with a capital stock of about \$3,000,000 and has received the indorsement of the State authorities. A portion of the stock will be offered in Alabama but a larger part is expected to be sold elsewhere in the East.

The plan proposed for operation is to arrange with manufacturers throughout the country to keep stocks in Birmingham for distribution to towns in the Southeast. It is hoped that ground for the proposed building will be broken within a few months.

of warehouse receipt and weight certificate be disapproved, and that the regular weight certificate be issued for attachment to the uniform receipt as ultimately adopted.

The association adopted resolutions protesting against erection of a grain terminal by the Harbor Commission of San Francisco, and also a resolution indorsing the commission's plan to provide transit sheds and additional docks.

State's Plant Opposed

A committee was appointed to prevent, if possible, construction, by the commission, of the proposed State Warehouse in San Francisco. The committee comprises Gerald FitzGerald, J. W. Howell, Fred D. Parr, R. H. Swayne, H. S. Scott and L. A. Bailey.

The association adopted a seal—a circular border bearing the words "California Warehousemen's Association, Official Seal." Within the inscription will be the date of the association's founding, 1921; a bear emblematic of California, and a picture of a public warehouse "designed to indicate its substantial strength," together with a banner carrying "Security, Safety, Integrity."

NEW ORLEANS PORT WILL NOT COMPETE

THE Board of Commissioners of the Port of New Orleans formally announced in July that it would not compete with private or commercial warehouses but would consider contracts with private companies for the construction and operation of warehouses on the industrial canal. The situation at New Orleans is such that this announcement of policy is a guarantee to commercial warehousemen that they need have no fear of competition for many years to come from business rivals in possession of warehouses built with public money.

The announcement of policy formally covers only the industrial canal and lands immediately adjacent to it; but the implications, both of the document and the precedents, broaden it to an announcement of policy for the whole port.

The Board has thus far done nothing more to disturb commercial warehousemen than merely to refrain from committing itself definitely to any general policy. The commercial warehousemen were in doubt, as the erection of the public cotton warehouse and rail and water terminal ten years ago, the grain elevator and the coal tippie later on and these and the possibility of further competition from lessees of sections of the Army Supply Base warehouse were prominent among the things that formed their opinions.

The Board's Policy

"The Board disclaims any desire or intention," reads the salient section of the document setting forth the policies, "to compete or to interfere with private enterprises in any activity not coming within the scope of the Board's duties to the public. Public warehouses in general fulfill their true function as they are now here operated; but waterside warehouses for the temporary storage of cargo passing through the port are a necessary part of a properly equipped port and, therefore, the Board feels that it would be recreant to its trust if it failed to make provision in its canal plans for warehouses.

"Public waterfront warehouses may therefore be constructed by the Board on its lands and may be operated by the Board or by private companies under contract with the board. But in all cases the wharves serving them must be classed as public wharves and be operated by the Board."

The Board owns no lands available for warehouses elsewhere than on the banks of the canal. Should it later change its policies and plan a warehouse on the riverfront it would have to borrow the money. It could not borrow money for that purpose without submitting to the voters a Constitutional amendment to provide for the issue of more bonds. As the Board points out in its announcement that the time when the net income from the industrial canal will pay interest on the \$20,000,000 it cost is indefinitely in the future, and the taxpayers will have to continue

paying for the same long period, what may be done against the interests of the commercial warehouses seems to be a matter for their heirs to worry about.

Another apparent guarantee that private companies will not get another opening on the riverfront comes in a brief paragraph that is apparently intended to head off the plans of the United Fruit Co. to construct a little port of its own just outside the present port limits. Says the board:

"...public control of all port operations having to do with water-borne commerce will be strictly maintained and no private interests shall be permitted to operate a public wharf."

This is followed by authoritative personal statements that the next session of the Legislature will extend the port limits sufficiently to make that declaration effective.

The net result of consideration of both what the Board has said and what it has done is to assure privately operated commercial warehouses that the Board will neither compete with them in their business nor permit them to compete with it in port business.

Store-Door Plan Approved

Approval of store-door delivery is found in the brief filed with the Interstate Commerce Commission by the Port of New York Authority, which claims that millions of dollars would be saved annually through the adoption of a scientific system of drayage from railroads centering on the waters of New York.

The Authority points to the success attained by the Erie Railroad through the use of store-door delivery by which the terminal service charge has been cut from \$3 to \$1.40 a ton through the use of motor trucks. The Erie turns over all its business to the United States Trucking Corp.

The brief does not criticize the arrangement between the Erie and the United States Trucking Corp. except to say that it does not go far enough and asserts that the Port Authority's plan for the unification of the terminal facilities would extend to shippers over other roads the advantage now possessed by those patronizing the Erie.

Five Advantages

As planned by the Port Authority, it is proposed to extend these benefits to all shippers in the port district, the claim being that this will give the following undisputed advantages:

- 1—It will save the railroads large sums of money annually.
- 2—It will save shippers and consignees the difference between 12 cents per 100 pounds and 5 cents per 100 pounds. On the millions of tons of traffic trucked annually at the Port of New York this saving will be tremendous.
- 3—It will effect delivery of freight at points convenient to consignees.
- 4—It will relieve the congested waterfront on the west side of Manhattan Island.
- 5—It will extend to other trucking companies the benefits now confined to one large trucking concern.

NEW YORK INLAND WAREHOUSES FILLED

THE Port of New York is in the unique position of having virtually every inland warehouse on Manhattan Island filled to capacity, while many of the waterfront storage plants are only 40 to 50 per cent filled, according to an analysis of the situation published in the New York Times on July 19. Both conditions are attributed to a decrease in buying.

"In the case of the public warehouses on Manhattan Island, it is pointed out," the Times says, "the decreased buying has caused more and more of the goods to go into warehouses, until the 40,000,000 square feet of storage space is practically all filled. At the same time the modest buying of imports on a 'hand-to-mouth' basis has resulted in a small volume of imports being stored in the waterfront warehouses.

"The condition on Manhattan Island, an authority on the situation said yesterday, was practically the reverse of what it was just a few months ago, when warehousemen, on account of the large volume of space available, were cutting rates, until much of the business was being done on a less-than-cost basis.

"A representative of Baker & Williams stated that the facilities of some of the storage companies were not sufficient to handle the increase in business, but the turning point was expected in August. In his opinion the volume of business offered the warehouses was so great that a large portion was going to out of town warehouses.

"The Independent Warehouse Co. reported that its business, for the present, was all it could handle. At the Bush Terminals it was reported that business in the warehouses was about 75 per cent of capacity, but that the amounts of consignments were exceedingly small and the turnover was rapid. Various reasons were given to account for this condition, the outstanding being that importers did not care to take the same chances that resulted in the heavy losses of 1920, due to decrease in prices.

"The possibility of getting shipping facilities at any time also encouraged small-lot buying from abroad. During the last prosperity as the result of the war it was a difficult matter to get the bottoms in which to carry the goods. Often the shipping facilities had to be contracted for weeks and even months in advance. Today ships run like ferryboats from almost any part of the world to New York."

Backing from Associations

Warehousemen of California and San Francisco, organized in the State and city associations, have offered their combined and individual services to assist the Board of State Harbor Commissioners in the development of the Port of San Francisco, and the addition of whatever facilities and improvements are necessary for the greatest growth of the port, according to L. A. Bailey, secretary of both organizations.

TRADE EXECUTIVES TO STUDY DISTRIBUTION

Retail and wholesale distribution will be a subject for special discussion at the session at Northwestern University, Aug. 19 to Sept. 1, of the National School for Commercial and Trade Executives. This course will be directed by Alvin E. Dodd, manager of the Chamber of Commerce of the United States.

Commercial organization and trade association secretaries from virtually every State in the Union will attend the school this year. Some of the more important fundamental courses to be given are psychology, economics, business and government, marketing and distribution, public speaking, journalism, salesmanship, industrial promotion and transportation.

Ways and means of accurately surveying the wholesale and retail purchasing power and capacity of a town or city will be one of the topics to be considered by the distribution groups. This will be considered both from the standpoint of the individual consumer and from the commodity standpoint. The annual statistical consumption in a certain locality of clothing, furniture and house furnishings, food, fuel, and similar primary commodities will be considered.

In preparation for this course, the Distribution Department of the national Chamber, under the direction of Mr. Dodd, has compiled a large amount of data as to the feasibility of such a statistical compilation. One moderate size city has already been surveyed and the results will be announced for the first time through these studies.

Cooperation among business men and ethical advertising will be considered also from retail and wholesale angles by this Distribution Group.

Ohio Truck Law Conference

Commercial haulers in large numbers, either acting individually or in conjunction with the Ohio Association of Commercial Haulers, attended a conference before the Ohio Utilities Commission in Columbus, on July 10 and 11, to help formulate rules and regulations for the operation of freight trucks under the recently enacted Freeman-Collister law, which becomes effective July 27. The conference was attended also by the safety directors of railroads and interurban lines as well as safety directors of a number of cities.

Questions of safety, freight rate regulation and indemnity bonds were discussed. Indemnity bonds to the amount of \$13,000 approved by the Ohio Utilities Commission must be filed before the motor truck can be operated. This covers to the extent of \$6,000 on death or injury to one person and \$12,000 to more than one person. Property damage to the extent of \$1,000 is also covered by the bond.

Freight rates are to be initiated by the trucking company to be filed with the Utilities Commission and the rates are to be effective. Upon complaint the Commission holds a hearing and determines

the reasonableness of the rate.

The entire set of rules and regulations will be promulgated before the law becomes effective.

Committees Appointed

DANIEL P. BRAY, Kansas City, president of the Missouri Warehousemen's Association, has announced the appointment of committees for the new year. The chairmen are as follows:

Merchandise, F. R. Long, St. Louis; household goods, Julian M. Gibson, St. Louis; cold storage, R. H. Switzler, St. Louis; membership, L. L. Leonard, St. Louis; bond, A. H. Amelung, St. Louis; legislative, O. W. Thomas, Kansas City; insurance, D. S. Adams, Kansas City; auditing, Howard Lathrop, Kansas City.

Appointed to Warehouse Body

Frank W. Matson, commissioner of public safety of St. Paul, has been appointed a member of the Minnesota State Railroad and Warehouse Commission, a position which had been vacant since Charles W. Sterling resigned last May.

SCHAEFER ORGANIZES A RUG CLEANING FIRM

WILLIAM H. SCHAEFER, formerly field secretary of the National Furniture Warehousemen's Association, has organized with his son, William J. Schaefer, a carpet and rug cleaning company, known as William H. Schaefer & Son, with offices located at 30-42 Worth Street, Stamford, Conn.

As soon as building costs recede it is the company's intention to erect a modern warehouse in Stamford and become identified with warehousing associations.

The new firm will serve both Fairfield County, Conn., and Westchester County, N. Y., and will operate motor trucks in connection with its business. Mr. Schaefer announces that arrangements have been made with New York interior decorating concerns to have the Stamford plant handle their business.

In addition to the renovation of carpets and rugs, the company will moth-proof rugs for storage in owners' homes and in warehouses and will also store under sanitary conditions upon request.

New Huntington Company

The City Warehouse Co. has been incorporated to do transfer and storage business in Huntington, West Va., with 5000 shares of stock without par value. The incorporators are G. D. Miller, Blair P. Wilson, C. T. Egri, T. S. Jones and Samuel Biern.

Houston Co. Builds

The Texas Warehouse Co., Houston, is building an annex at Allen and Pine Streets, and expects to have it ready for occupancy about Sept. 15. It will be used exclusively for storing merchandise, according to W. E. Fain, the president. The building, three stories and basement, will cost \$12,000.

FORBIDDEN TO BUILD IN RESIDENCE DISTRICT

JUDGE Julian H. Moore in the District Court, Denver, has denied the request of R. V. Weicker, president of the Weicker Transfer & Storage Co., for a mandamus to compel Denver's City Council to grant the company a permit to erect a household goods warehouse at East Colfax and Vine streets, in the heart of one of Denver's residential districts.

Opposed by interests which advanced the arguments of rats and fire risk, Mr. Weicker's request to the City Council for a permit was twice refused. The warehouse owner, who is a director of the National Furniture Warehousemen's Association, then took the case to the District Court. Judge Moore, in his ruling refusing a mandamus, said:

"Industrial enterprises and business buildings may not invade the residential districts of Denver if any danger is thereby probable for the citizens living in the environs."

The right of any concern to build was contingent, Judge Moore held, upon the provision to protect the rights and interests of the public, and such provision was vested in the City Council.

The building ordinance was constitutional in this respect, the court held, and the action by the City Council was proper because it was not an arbitrary one.

Mr. Weicker did not attend the Central Warehousemen's Club convention in St. Paul last month because of the Denver situation, but hurried back to his home city from the convention of the National Furniture Warehousemen's Association at Mackinac Island, Mich.

Permitted to Build

In Wilmington, Del., a special board of appeals appointed by Mayor Forrest has denied the application of persons in a residential district for a revocation of a permit which had been granted to the Security Storage Warehouse Co. to erect a household goods warehouse at Nineteenth and Tatnall Streets.

Owners of property near the site of the proposed warehouse entered objections when they learned that the building authorities had given William and Willard Austin permission to put up the plant. The mayor designated an architect, an engineer and a contractor to hear evidence, and property owners testified that the coming of a warehouse into their district would depreciate the value of their land.

The warehouse owners told the appeal board that the building would be either of stone or brick and that nothing would be housed which would be detrimental to the community.

The board inspected the site and upheld the Austins with the understanding that the warehouse should conform architecturally to other buildings in the vicinity.

The new warehouse, to cost \$5,000, will be a structure 53 by 100 feet, and will be used largely for storing trucks and crating material.

CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

Andrews Furniture Storage Co., Cleveland, is the new name adopted by the Andrews Fireproof Storage Co. of that city.

Willoughfred Warehouses, Inc., New York City, has leased a new three-story and basement fireproof building, 100 by 100 feet, at Forty-eighth Street and Eleventh Avenue, to a firm of furniture manufacturers and importers for ten years at a rental of \$210,000.

Equity Warehouse Co., Inc., New York, has leased to the Greenwich Storage Co. the warehouse, with 30,000 square feet of floor space, at 370-372 Washington Street, for five and a half years at a rental of \$10,000.

Security Fireproof Storage Warehouse, Wilmington, Del., has been granted a permit to erect an addition, to cost \$5,000, at Nineteenth and Tatnail Streets. The building will be of brick or stone, with steel framework, three stories high.

Tambini Bros., Brooklyn, N. Y., has established quarters in a new household goods warehouse, at 137 Carlton Avenue.

George F. Wisshack, Huntington Park, Cal., announces plans for a household goods warehouse, 80 by 57 feet, near South Pacific Boulevard.

South Pasadena Transfer & Storage Co., South Pasadena, Cal., is planning erection of a warehouse for household goods storage.

William H. Strang, Brooklyn, N. Y., has had plans prepared for a seven-story warehouse on a plot 79 by 100 feet at 892-8 Atlantic Avenue, to cost about \$150,000.

Geo. B. Holman & Co., Inc., Rutherford, N. J., is building a household goods warehouse at Main and Anderson Streets, Hackensack. The building will have five stories, mezzanine and basement. It is expected to be ready for operation in September.

Knoxville Fireproof Storage Co., Knoxville, Tenn., is building a \$250,000 warehouse on property, at Randolph Street and the Southern Railway, acquired from the Knoxville Lumber & Manufacturing Co. for a consideration of \$50,000.

Wertz Warehouse Co., Reading, Pa., has been granted a permit to build a six-story steel and concrete storage plant on Front Street, to contain 130,000 square feet of floor space. Three stories have already been erected and a sprinkler system is being installed.

Swann Terminal Co., Tampa, Fla., is preparing to erect a five-story warehouse to contain 300,000 square feet of floor space and to cost \$500,000.

City Transfer & Storage Co., Long Beach, Cal., has let a contract for a six-story and basement reinforced concrete storage plant on Anaheim Road, to cost more than \$150,000.

Albert Adams Storage & Transfer Co., Zanesville, Ohio, is planning to construct a three-story and basement brick and reinforced concrete warehouse, 90 by 100 feet, to cost \$65,000.

Terminal Warehouse & Transfer Co., Philadelphia, has awarded a contract for

the erection of an eight-story and basement brick and reinforced concrete warehouse on Delaware Avenue.

Gas Substitute Tested

A new gasoline substitute has been tested successfully by the Government at the Anacostia Air Station, according to an announcement by the Navy Department. The substitute is a synthetic compound composed of 30 per cent denatured anhydrous alcohol and 70 per cent common gasoline. The department claims that the substitute is cheaper in cost and yet develops the same horsepower as high-grade aviation gasoline with less heat to the engine.

Further tests, the department announces, will be made before definite conclusions are reached. Aviation experts declare that the new mixture will develop horsepower equal to that derived from high-grade aviation fuel with the very material advantage of less heating of the cylinders.

Gasoline Price Lowered

The retail price of gasoline was reduced one cent a gallon by the Standard Oil Co. in Toledo in July. Station price is now 22 cents and wagon delivery 20 cents a gallon.

PROTECTION AGAINST HAZARDS FROM FIRE

(Concluded from page 39)

Don't Overload Floors

IT is important that overloading of floors be avoided, and this can be accomplished best by posting, in each area, conspicuous signs indicating the safe load for that floor. In the past the overloading of floors has resulted, under fire conditions, in disasters that otherwise would not have happened. In storing materials such as paper stock and other fibrous substances their absorptive properties should be considered, since they are liable, when saturated with water, not only to expand, but greatly increase in weight.

"The dunnage system of arranging material in tiers is recommended as an efficient means of utilizing space to the best possible advantage while, at the same time, providing proper distribution of flood loads. This system consists of arranging stores in layers separated by wooden strips, or, in effect, racking materials, thereby transferring weights to rack members instead of to materials in the layers beneath. The dunnage system was extensively used throughout the army warehouses during the war, where it was found to lend itself to neatness and cleanliness.

"Construction and maintenance of storage warehouses, from the standpoint of safety not only to building and contents but to neighboring properties, is a study that, in the light of these latest fire loss statistics, may well continue to engage the close attention of every person charged with the operation or supervision of warehouses.

NEW INCORPORATIONS WITHIN THE INDUSTRY

Kuiu Island Warehouse Co., Seattle. Capital stock, \$5,000. Incorporators, W. L. Grill and E. H. Nordstrom.

Texas Transfer & Warehouse Co., Corsicana, Tex. Capital stock, \$10,000. Incorporators, P. E. Allen, R. M. Lockhart and J. K. Wood.

Puyallup Valley Storage & Warehouse Co., Puyallup, Wash. Capital stock, \$5,000. Incorporators, A. F. Pfeiffer and D. T. Robinson.

Canners' Warehouse Corp., Seattle. Capital stock, \$10,000. Incorporators, E. B. Marvin and Arthur I. Ellsworth.

Thorndale Warehouse Co., Thorndale, Tex. Capital stock, \$10,000. Incorporators, F. E. Stiles, William Schlager and E. A. Camp.

C. D. Franke & Co. Realty & Warehouse Corp., Columbia, S. C. Capital stock, \$10,000. Julius H. Jahnz, Sr., is president and George W. Bowers is secretary and treasurer.

The Pulaski Cooperative Warehouse, Inc., Pulaski, N. Y. Capitalization, \$16,000. Incorporators, J. B. Loomis, F. L. Burdick and Grant Barrington.

United American Terminals, Inc., Wilmington, Del. To engage in wharfage, freighting, elevating, etc. Capitalization, \$100,000.

Erie Warehouse Co., West Hoboken, N. J. To conduct storage warehousing and general transfer and express business. Capitalization, \$100,000.

Southwestern Bonded Warehouse Co., Waco, Tex. Capital stock, \$10,000. Incorporators, C. R. Miller, Joseph Wood and W. D. Taylor.

Southern Pines Warehouse, Inc., Southern Pines, N. C. Authorized capital, \$50,000. Incorporators include W. S. Halliwell, L. J. Halliwell and H. J. Buttery.

Valley Warehouse Co., Summer, Wash. Capital stock, \$1,000. Incorporators, D. T. Evans, R. L. Ballinger, S. Rasmussen and others.

Federal Warehouse Co., Ltd., Windsor, Ont., Canada. Capitalization, \$300,000.

Home Warehouse, Home, Wash. Capital stock, \$3,000.

General Warehouse Co., Sacramento. Capital stock, \$10,000.

Excelsior Warehouses, Brooklyn. Capitalization, \$25,000. Incorporators, E. R. Rising and C. R. Neal.

W. M. Finlay Trucking Co., Cleveland. To do general storage and cartage business. Capital, \$20,000. Incorporators, W. M. Finley, J. C. Prosser, W. G. Daniels, W. M. Ballentine and L. M. Carnohan.

Hub Storage Warehouse Co., Boston. Capital stock, \$50,000. Jacob Swett is president and R. N. Green is treasurer.

Woburn Warehouse Co., Inc., Woburn, Mass. Capital stock, \$25,000. Raymond C. Brehaut is president and P. C. McKeen is treasurer.

Death of J. H. Kitt

J. Harry Kitt, for sixteen years traffic manager for the Carborundum Company, Buffalo, died on July 18 at his home in Niagara Falls, aged fifty-seven years.



THE van owner who has reached a sound basis of profitable operation finds it good business to make tire replacements before the moving period begins.

From his experience with the U. S. Mono-Twin as rear wheel equipment his confidence in the new U. S. Cushion Tire recommended for front wheel use in heavy trucking is already established.

The U. S. Cushion, because of its unusual characteristics due to the

use of the new U. S. Sprayed Rubber and a new scientific design has cushioning qualities that approach those of the pneumatic.

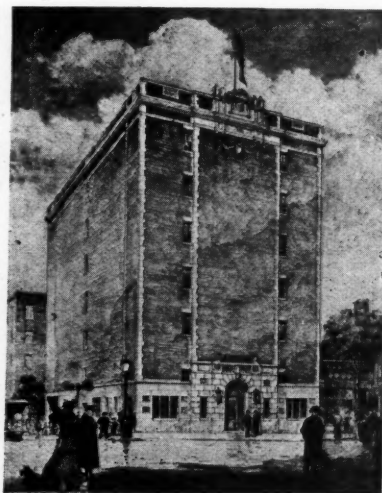
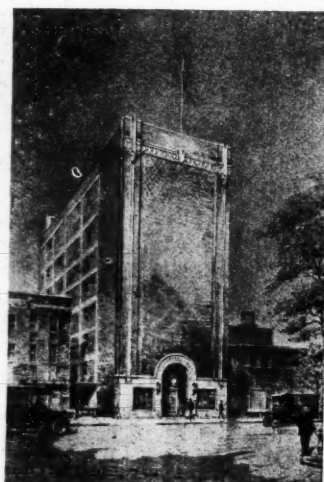
Qualities that mean lower motor repair costs, easier riding, and greater protection to the load.

U. S. Mono-Twins on the rear wheels and U. S. Cushions on the front is a combination that is proving its economy every day.

Ask the nearest U. S. Truck Tire Service Dealer.

United States Truck Tires
United States  Rubber Company

U. S. Rubber Co., N. Y.



What can we save *You?*

We saved one owner \$22,000. We have saved other owners many thousands of dollars. What about you?

We save owners money through our specialized methods—our familiarity with trade conditions—our buying ability.

Our service is of a very different type to that usually rendered. It not only embraces the designing of warehouses under engineering supervision embodying the utmost in economical space arrangement which provides the maximum amount of storage revenue income space for the owner, but—

We Are Able to Build for Less Money

By grouping and buying at one time for a number of warehouses in process of construction we are able to furnish the contractor with lower prices, on the needed materials, than he is able to obtain in the open market.

The condition allows the contractor to realize his legitimate profit which, under the usual hammering down method of lowering the bid, would be paid by the owner in the form of a building constructed of

cheap materials coupled with loose supervision of the job.

We Are Also Able to Assist You in the Financing of Your Building

We render our clients an *unusual type of service*. It is a specialized service.

We are able to show how you can go ahead with a small capital and realize handsome profits on your investment. We have information you can ill afford to overlook. Build for less money—and make more on your invested capital.

A corps of licensed engineers—architects trained in scientific warehouse construction—and organization methods that provide for securing of rock bottom prices in the open market—make it possible for us to produce buildings that represent full value unincumbered by inflation in any form.

What do you contemplate building? Find out what we can *save you*.

We charge no fee for consultation and advice

There is no job too large—we do not consider any too small. Our representatives are at your service. Write, wire, telephone or call upon us. You are assured of maximum efficiency at minimum cost.



MOORES & DUNFORD, Inc.

Suite 903-4

110 East 42nd Street

New York City



Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

For Household Goods Shipments— For Merchandise Distribution

ON the following pages will be found, set forth in representative advertisements, the facilities and qualifications of more than 500 progressive warehouse companies who are equipped to render the service which the shipper wants in handling household goods consignments and merchandise distribution.

These advertisements, which make up the Shippers' Index—a monthly revised directory of the warehouse industry—are arranged geographically and alphabetically for the convenience of those who seek warehouse service, whether it be in the household goods or merchandise field.

Household goods warehousemen, in finding consignees for inter-city shipments of household goods, and traffic managers of the country's largest manufacturing distributors seeking warehouses to handle their products, consult regularly the pages of the Shippers' Index in DISTRIBUTION & WAREHOUSING to the profit of themselves and the warehouse companies who are represented therein.

*The Warehouseman who advertises
his ability to serve is deserving of
the Shipper's first consideration.*

CONVENTION CALENDAR

Sept. 20	Connecticut Warehousemen's Association	New Haven
November 1, 2, 3	Canadian Storage & Transfermen's Association	Montreal
December	American Chain of Warehouses	(To be decided)
December	American Warehousemen's Association	(To be decided)
December	Central Warehousemen's Club	(To be decided)
December	Illinois Association of Warehousemen	Chicago
December	National Distributors' Association	(To be decided)
December	National Furniture Warehousemen's Association	(To be decided)
February	Pennsylvania Furniture Warehousemen's Association	Philadelphia
February	Maryland Furniture Warehousemen's Association	Baltimore
February	New Jersey Furniture Warehousemen's Association	Newark
February	Kansas City Warehousemen's Association	Kansas City

BIRMINGHAM, ALA.

"The World Moves—So Does
Goodman"

GOODMAN TRANSFER AND WAREHOUSE COMPANY

MODERN STORAGE WAREHOUSES
70,000 sq. ft. Floor Space

Distributors and Forwarders
Moving—Packing—Storage
Motor Equipment—Rigging

We Use King Steel Shipping Cases for Household Goods.

BIRMINGHAM, ALA.

MOBILE, ALA.

Acme Transfer and Storage Co.

209-211 N. Royal St.

Distribution

Transfer
Pool Cars

"Service"

Forwarding
Storage

Household Goods

Mobile, Ala.

BIRMINGHAM, ALA.

HARRIS TRANSFER AND WAREHOUSE COMPANY

(Equipped to Handle Anything)

MODERN FIREPROOF WAREHOUSE

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris
—he will look after your interests, also those
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

MONTGOMERY, ALA.

"Service That Satisfies"

Moeller Transfer & Storage Company

105 WATER STREET, MONTGOMERY, ALA.

Storage, Forwarding and Distributing

MONTGOMERY, ALA.

STANFORD:

Packers—Movers—Shippers

POOL CARS GIVEN SPECIAL ATTENTION

Convenient Warehouses—Motor Trucks

STANFORD TRANSFER & WAREHOUSE CO.
Montgomery, Alabama

BIRMINGHAM, ALA.

Hess-Strickland Transfer & Storage Co.

General Merchandise, Furniture
and Household Goods Storage

Distribution of Pool Cars Given Special Atten-
tion—Motor Trucks in Addition to Wagon
Equipment—Track Connections with All
Railroads.

NOGALES, ARIZONA

The West Coast Warehouse Co., Inc.

Nogales, Arizona

The Key to the West Coast of Mexico
For Manufacturers, Packers, &c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Bldg S. P.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

26 North Scott St.

Tucson, Arizona

BIRMINGHAM, ALA.



WARRANT
WAREHOUSE
COMPANY

Established 1905



BIRMINGHAM and MOBILE

Fireproof Sprinklered Warehouses

Sidetracks connecting with All Railroads

DISTRIBUTION — STORAGE LOANS

Operates Its Own Trucks and Teams

LOWEST INSURANCE RATES IN THE SOUTH

FORT SMITH, ARK.



O.K. TRANSFER & STORAGE CO.

FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



The Men Who Distribute

Campbell Soups

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

TEXARKANA, ARK.

HUNTER TRANSFER CO.

TEXARKANA, ARK.
ESTABLISHED 1882

DISTRIBUTORS OF
POOL CARS
STORAGE
TRUCKING
MOVING

BERKELEY, CAL.

STUDENTS

Transfer & Storage Co.

"ALWAYS MOVING"



The Leading Fireproof storage place in
Berkeley

We give daily service to Oakland,
Alameda, Piedmont, Emeryville
and San Francisco

STUDENTS
STORAGE
SERVICE

FRESNO, CAL.

BEKINS

VAN AND STORAGE CO

Distributors of Pool Car Shipments

PRIVATE SPUR

California Shipments Promptly
Handled

FRESNO SAN FRANCISCO OAKLAND
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

FRESNO, CAL.



FIRE-PROOF
LOW INSURANCE

STATE CENTER WARE-
HOUSE & COLD
STORAGE COMPANY

General Merchandise storing and
distributing.
Packing, Crating and Shipping of
Household Goods.

FRESNO, CAL.

Valley Van & Storage Co., Inc.

Private Spur

Distributors of Pool Cars of
Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.

We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.

1666 N. Highland Ave., Hollywood, Calif.

LONG BEACH, CAL.

LONG BEACH OFFICE:
144 Pacific Ave.

LOS ANGELES OFFICE:
426 Alameda St.



HOUSEHOLD GOODS
Removals, Storage, Packing, Forwarding

MERCHANDISE
Warehousing, Distributing

MEMBER { California Warehousemen's Association
Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

We offer the very best of service in Local or Interurban trucking, and
we operate two warehouses for either Household Goods or Merchandise,
located on the Southern Pacific and Pacific Electric Railroads.

We solicit your valued shipments, which will receive our prompt and careful
attention, and we assure you of immediate returns on any collections you may have.

LOCAL AND INTERURBAN "MOTOR TRUCK SERVICE"

EL CENTRO, CAL.
IMPERIAL VALLEY

PIONEER TRUCK and TRANSFER CO.

Warehouse:

S. E. Cor. 3rd & State Sts.
Office: 114 N. 5th St.

Only Reinforced
Concrete Warehouse
for Storage and
Carload Distributing
Throughout
the Whole Imperial
Valley.

Daily Truck Service
to All Valley Towns.

Our Stock in Trade,
SERVICE.



Reg. U. S.
Pat. Off.
"I'm in town, Honey!"

THE MEN WHO DISTRIBUTE

Aunt Jemima
Pancake Flour

Read

DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LONG BEACH, CAL.

Long Beach Transfer & Warehouse Co.

Incorporated 1907

Household Goods Our Specialty

Removals, Storage, Packing, Forwarding and
Distributing

Private Siding—Union Pacific Railroad

MEMBER { National Furniture Warehousemen's Association.
Pacific Coast Furniture Warehousemen's Association.We Send our check promptly on receipt
of bill of lading for your charges.

Only Fireproof Warehouse in Long Beach

LOS ANGELES, CAL.

BEKINS

Fire Proof Storage

Distributors of Pool Car Shipments

PRIVATE SPUR

California Shipments Promptly Handled

FRESNO SAN FRANCISCO OAKLAND
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

LOS ANGELES, CAL.



CALIFORNIA TRUCK CO.

INCORPORATED 1884

Pool Carload Distributors

Handling goods destined to points in
SOUTHERN CALIFORNIA and ARIZONA
and toTRANS-PACIFIC PORTS
322-324 EAST THIRD STREET

LOS ANGELES, CAL.

FIDELITY

FIREPROOF STORAGE

Washington & Arapahoe Sts.
Los Angeles, Calif.

Prompt and Efficient Service
Pool Car Distribution Solicited

MEMBER

National Furn. Warehousemen's Assn.
Pac. Coast Furn. Warehousemen's Assn.

Frank Robert Palmateer, Prop.

LOS ANGELES, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES.

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.
1666 N. Highland Ave. Hollywood, Calif.

LOS ANGELES, CAL.

TWO BIG REASONS WHY

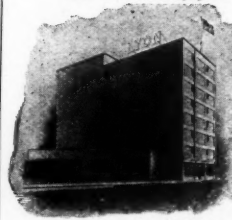
—and there are hosts of
others equally convincing.
Investigate!


Lyon Fireproof Storage Co.
1950 SQ. VERMONT AVE. LOS ANGELES

MEMBER

National Furniture Warehousemen's Association

Consign to LYON

Immediate service
when Bill of Lading
is received.Collections handled
promptly.

Reasonable Rates.

Private Spur Track.

LOS ANGELES, CAL.



We'll Co-operate With You

Consign to us and you will be assured the
utmost co-operation. The L. A. Warehouse
is the largest and safest repository of house-
hold goods on the Coast.

Los Angeles Warehouse Co.

316 Commercial St.

Los Angeles

The Men Who Distribute

Pacific Coast Cones

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LOS ANGELES, CAL.



Warehouse No. 9

**Traffic
Managers
and
National
Distributors**

We will forward when requested, Cartage Tariff, Less Carload rates from Los Angeles, Pool Car Distribution rates, Booklet describing our warehouse service.

Insurance rate
18c per \$100.00
per year.



Warehouse No. 1

Union Terminal Warehouse Company

LOS ANGELES, CAL.

**WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION**

PRUDENTIAL
STORAGE AND MOVING CO.

LOS ANGELES
OFFICE
941 W. 16th ST.

SAN DIEGO
OFFICE
962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS
Members Pacific Coast Furniture Warehousemen's Ass'n.
National Furniture Warehousemen's Ass'n.

OAKLAND, CAL.

BEKINS
Fire Proof Storage

Distributors of Pool Car Shipments

PRIVATE SPUR

**California Shipments Promptly
Handled**

FRESNO 1248 Van Ness Ave. SAN FRANCISCO 13th and Mission OAKLAND 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

LOS ANGELES, CAL.

**WEST COAST
WAREHOUSE CO. OF LOS ANGELES
MERCHANDISE STORAGE
DISTRIBUTION**

Ample Trackage
Efficient Service
Central Location

Address—
Sixth and Utah Sts.
LOS ANGELES

E. Jordan Brookes, Owner and Manager.



OAKLAND, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL



AT, T. GIBSON, Pres.

The Men Who Distribute

United Drug Products
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SAN DIEGO, CAL.

WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION

PRUDENTIAL
STORAGE AND MOVING CO.

LOS ANGELES

OFFICE
941 W. 16th ST.

SAN DIEGO

OFFICE
962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

SAN FRANCISCO, CAL.

BEKINS
Fire Proof Storage

Distributors of Pool Car Shipments

PRIVATE SPUR

California Shipments Promptly
Handled

FRESNO SAN FRANCISCO OAKLAND
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo
LOS ANGELES, 1335 South Figueroa St.

SAN FRANCISCO, CAL.



Distribute Thru San Francisco

Giving your customers the advantage of prompt
delivery from local stock.

Our modern fireproof storage warehouses hav-
ing spur track connections to all railroads are
located in the wholesale district, convenient to
docks and railroads for reshipping. Our auto-
mobile truck delivery service insures prompt
and efficient delivery of your merchandise.

We furnish whatever clerical service you de-
sire.

Let us handle your San Francisco shipments.

SAN FRANCISCO WAREHOUSE CO.

625 Third Street, San Francisco, California

CHICAGO:
123 W. Madison StreetNEW YORK CITY:
100 Broad Street

SAN FRANCISCO, CAL.

Consign to

THE HASLETT WAREHOUSE CO.

60 California St., San Francisco

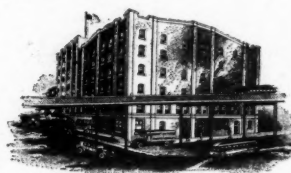
Pioneer in the Warehouse and Distribution
Business.

Operating in the Logical Distribution Center of
the Pacific Slope with

Complete Warehouse and Drayage Facilities.
Low Insurance Rates.

S. M. HASLETT
PresidentP. E. HASLETT
Secretary

DENVER, COL.



WAREHOUSE

Your Stocks With Us
150,000 Sq. Ft. Space

DENVER

Serves Two Million Population

Send Pool Cars in our care for distribution.
42 teams and trucks insure prompt service
to customers and satisfaction to you.

The Kennicott-Patterson Transfer Co.
1700 Sixteenth St. DENVER, COLORADO

SAN FRANCISCO, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL



AL T. GIBSON, Pres.

The Men Who Distribute
American Radiators

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

Pick Your Consignee

from the companies listed in
this section—they are the "live
wires" of the field and will han-
dle your shipments promptly
and efficiently.

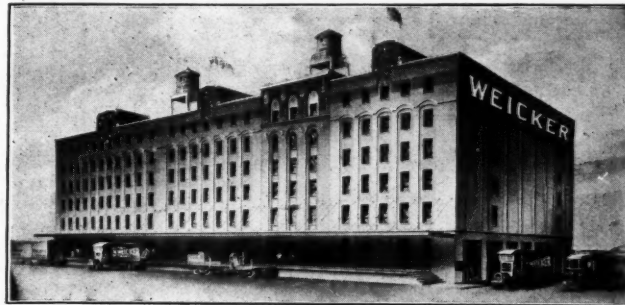
DENVER, COL.

When You Need SERVICE in Denver and vicinity

we are the distribution and warehousing specialists who can serve you best

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.

THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street
Denver Colorado

TRINIDAD, COL.

Pople Transfer & Storage Co.

General Hauling
Moving, Packing and Storing of
Furniture and Pianos

748 West Main Street

BRIDGEPORT, CONN.

THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods
Warehousing and Distribution
Private siding—Free switching
Low Insurance—Prompt Service

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT Proprietor
Local and Long Distance
FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of
PIANOS, FURNITURES, CHINA
Only Fireproof Storage Warehouse in Hartford

HARTFORD, CONN.

FURNITURE STORAGE

SEND US YOUR SHIPMENTS

Crating, Packing Pianos, Furniture and China
Our Specialty

BARTLETT BROS.

212 Asylum St., Hartford, Conn.

HARTFORD, CONN.

Established 1850

Incorporated 1908

Ship Freight in Care of The Bill Brothers Company

GENERAL TRANSFER AND
FORWARDING AGENTS

46 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

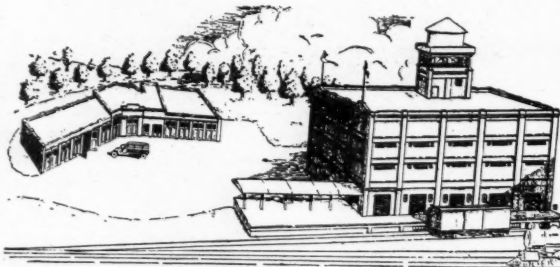
STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

HARTFORD, CONN.

Hartford Despatch and Trucking Company

Movers - Forwarders - Warehousemen



Hartford's New Fireproof Warehouse

Here is offered the last word in a fireproof building especially designed for Warehouse purposes.

Members of
AMERICAN WAREHOUSEMEN'S ASSOCIATION
NATIONAL FURNITURE WAREHOUSEMEN'S ASSOC.
CONNECTICUT WAREHOUSEMEN'S ASSOCIATION

NEW HAVEN, CONN.

THE SMEDLEY CO.

165-181 Brewery St.

FIREPROOF STORAGE WAREHOUSE
ALL PRIVATE ROOMS

Packing, Shipping, Storage of Household Goods Exclusively.
Trucking of All Kinds and Capacities.

NEW LONDON, CONN.

B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

WATERBURY, CONN.

The Ralph N. Blakeslee Company

Est. 1859

Storage { Furniture	Trucking { Local and
{ Merchandise	{ Long Distance

Large Padded VANS for Furniture Moving

Members N. F. W. A.

WATERBURY, CONN.

Waterbury Storage Company

John Moriarty, Inc., Prop.

Est. 1877

127 East Main St.

Elevators Fireproof Buildings Cap. 562 Rooms

Members N. F. W. A.

WASHINGTON, D. C.

Metropolitan Warehouse Company

50 Florida Ave., N. E.

Designed, constructed and operated for the economical handling of high grade merchandise and household effects. Storage and distribution. One block from B & O RR yards. Centrally located. Motor Truck Service.

WASHINGTON, D. C.

Fireproof Construction Service-Promotion

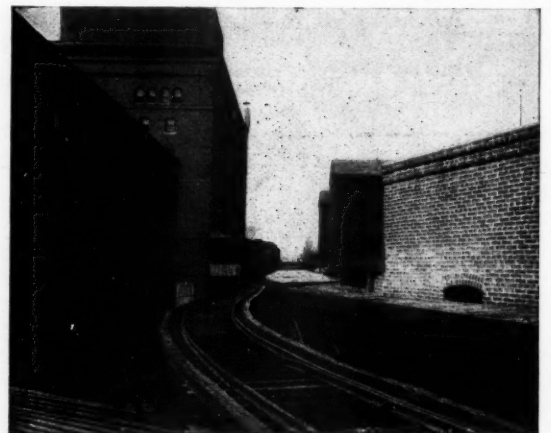
Regular Long Distance
Hauling
Baltimore to New York
and
Way Points-Services



Smith Transfer & Storage Co.

1313 You Street, Washington, D. C.
MEMBERS N. F. W. A.

WASHINGTON, D. C.



When in need of Merchandise Warehouse Service of any kind in

WASHINGTON, D. C.

Call on Us

The Terminal Storage Co.

of District of Columbia

First and L Streets, N. E.

B & O Sidings to Warehouses

The Men Who Distribute

Porter Screens

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

WASHINGTON, D. C.

UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.



Distributors of Pool Cars

MEMBERS:

National Furniture
Warehousemen's AssociationEfficient and Courteous
Service

Modern Fireproof Warehouse

We send our check immediately upon receipt of bill of lading, for your charges.

Member:
American Warehousemen's Assn.

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in carloads or less than carloads.
Merchandise stocks carried and records kept for out-of-town concerns.

Cor. Chase & Alcinez Streets

PENSACOLA, FLA.

PENSACOLA, FLA.

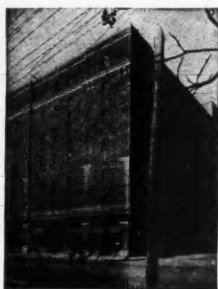
Storage—Distribution—Forwarding

Merchandise Only

Prompt Service—Accurate Accounting

THE M. F. GONZALEZ COMPANY

JACKSONVILLE, FLA.

Member National Furniture
Warehousemen's Association

Delcher Bros. Storage Co.

459-61-63-65 Riverside Avenue

FIREPROOF WAREHOUSE

Low Insurance Rate.

We Move, Pack, Store and Ship
Household GoodsDistributing Pool-Car a
Specialty

FLORIDA'S LARGEST

Shippers of Automobiles
for Tourists

ATLANTA, GA.

HOUSEHOLD GOODS EXCLUSIVELY
THE MOST MODERN WAREHOUSE IN THE SOUTH

JACKSONVILLE, FLA.

UNION TERMINAL
WAREHOUSE COMPANY

EAST UNION and IONIA STREETS

55 Rental Compartments

Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.
Low Insurance Rate. Sub-Post Office and branch
Western Union Telegraph. Joint Railroad Agent.
L.C.L. freight loaded direct for line of road.GENERAL MERCHANDISE STORAGE
AND FORWARDING

Special attention to handling of pool cars.

LAKELAND, FLA.

YARNALL TRANSFER & STORAGE COMPANY

Located in the center of the railroad and hard road district
of South Florida.If you are interested in making a 24 hour quicker delivery
to your customers than you are now doing, write us.

Moving Packing Storing Distributing

ATLANTA, GA.

MORROW

Transfer & Storage Company

HOUSEHOLD GOODS and COMMERCIAL
STORAGE

Distributors—R.R. Trackage—Carloads a Specialty

Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

MIAMI, FLA.

The John E. Withers Transfer &
Storage Co., Inc.will give your shipments careful attention. Fireproof Warehouse.
Facilities for distribution of pool cars. Moving, packing, ship-
ping and storing Household Goods and merchandise.

Private Trackage Motor Equipment

1000-12 N. E. First Ave., Miami, Fla.

The Men Who Distribute

Carter Inx

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

ATLANTA, GA.

SECURITY WAREHOUSE COMPANY

ATLANTA, GEORGIA

STORAGE



DISTRIBUTION

MERCHANDISE ONLY

AUGUSTA, GA.

JAS. H. HOLLINGSWORTH *Established 1900*
THE HOLLINGSWORTH WAREHOUSES
STORAGE, DISTRIBUTION AND FORWARDING
MERCHANDISE ONLY

We are in a position to render quick and efficient service. Located in the heart of the wholesale district and most convenient to all freight depots.

Private siding connecting with all railroads.

556 & 558 Walker Street

602 to 616 Sixth Street

SAVANNAH, GA.

Savannah Distributing Company

MERCHANDISE STORAGE
 TRACKAGE FACILITIES TO PLATFORMS
 FIRE-PROOF STORAGE

Insurance Rate 60c per Hundred

Special Attention To Pool Cars
Low Storage and Handling Rates

ADJACENT TO WHOLESALE DISTRICT.
 CONVENIENT TO ALL S. S. TERMINALS.

SAVANNAH, GA.

Savannah Bonded Warehouse and Transfer Co.

General Storage—Re-Consigning
 Distributing—Forwarding
 Prompt and Efficient Service
 Exceptional Facilities
 Custom House Brokers

Track Connections with all Railroads and
 Steamship Docks

Members American Chain of Warehouses
 Members American Warehousemen's Association

R. B. YOUNG, President

P. O. Box 985 302-316 Williamson Street Savannah, Ga.

BOISE, IDAHO

PEASLEY
TRANSFER & STORAGE COMPANY
 STORAGE, TRANSFER AND FORWARDING
 NINTH AND GROVE STREETS

The Men Who Distribute

Konstructo Toys

Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

The Men Who Distribute

Dr. Kilmer's Remedies

Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

BLOOMINGTON, ILL.



FIVE TRUNK LINES AT OUR DOOR

WITH such facilities for quick transportation, and the intelligent execution of orders we offer, there can be no doubt about the satisfaction of your customers.

They receive their goods in excellent condition, on time, every time.

And no matter where you may be, five trunk lines afford direct connection to practically every part of the country. Your carload will be switched very seldom, never opened, and will take days less to reach us.

That means small freight expense, and practically complete elimination of damage and delay claims.

Such service to your customers never increases your cost of distribution. Generally the saving on carload freight pays our handling charges and leaves a nice margin. Ask for particulars.

JOHNSON TRANSFER CO.

BLOOMINGTON, ILLINOIS

CAIRO, ILL.

Cairo Storage and Forwarding Company

CAIRO, ILLINOIS & MOUNDS, ILLINOIS
Incorporated—Bonded—Licensed
COAST TO COAST SERVICE BY WATER OR RAIL
SHIP US YOUR POOL CARS FOR DISTRIBUTION
ALL RATES BREAK ON CAIRO

CAIRO, ILL.

Glynn's

TRANSFER and FIREPROOF STORAGE

MOVING—PACKING—SHIPPING—STORING
DISTRIBUTING POOL CARS
Private Siding—Trucking Service—Member N.F.W.A.
The Only Storage Firm in the City Who Own Their
Fireproof Building

CHAMPAIGN, ILL.
URBANA, ILL.

WAGNER & SON

TRANSFER—PACKING—STORAGE

Packers and Shippers for the TWIN CITIES
Logan & Water Sts. Champaign, Ill.

CHICAGO, ILL.

BEKINS

HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles
and Machinery
General Offices, 805 BEDFORD BLDG., Chicago
NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

CENTRAL

STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.
650,000 square feet of fireproof space. Insurance rate 7½c

No Trap-Cars Here
L. C. L. Freight Loaded Direct to Destination
WHY NOT USE THE BEST FACILITIES?

CHICAGO, ILL.

Before you decide on your
Chicago Warehousing connections,
investigate the facilities and service
of the —

Continental Warehouse Co.
416-434 West 12th Place — Chicago

*Sprinkled warehouses in the heart
of the freight terminal district*

CHICAGO, ILL.

Currier-Lee Warehouse Co.

427 West Erie St., Chicago, Ill.

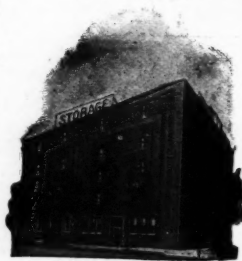
**MERCHANDISE
STORAGE EXCLUSIVELY**

MODERN BUILDINGS
CONVENIENT LOCATION
UP-TO-DATE METHODS
ADEQUATE FACILITIES
LOW INSURANCE RATES
EXPERIENCED EMPLOYEES

CHICAGO, ILL.

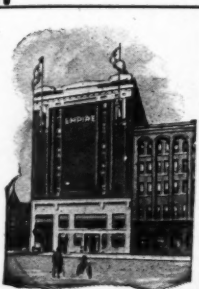
**EMPIRE
STORAGE
COMPANY**

Fireproof
Warehouses
For Household Goods
(Established 1891)



Carloads billed to our house track on Illinois Central Railroad at Fifty-first Street can be unloaded direct to our warehouse floor.

Low distribution rate on pool cars.



"Ship the
Empire Way"

**EMPIRE STORAGE
COMPANY**

52ND ST. AND COTTAGE
GROVE AVE.

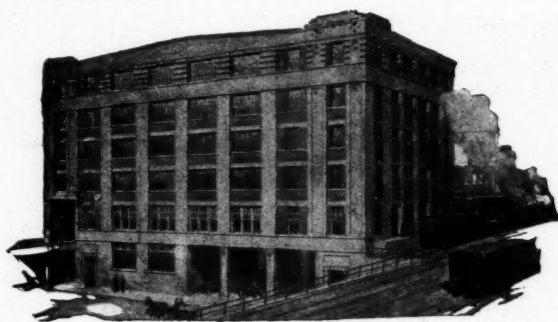
MEMBER
National Furniture Warehouseman's Assn.
Illinois

**Pick Your
Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while
to earn their reciprocity.

CHICAGO, ILL.

**This New Unit in
G & W Storage Facilities
is Now in Service**

Direct connection with five trunk lines and a belt line insures adequate switching service.

G & W Insures Warehouse Service

GRISWOLD & WALKER, Inc.
1525 Newberry Avenue
CHICAGO

CHICAGO, ILL.

HARDER'S**Fireproof Storage & Van Co.**

Largest System of Fireproof Storage Warehouses in the United States

HOUSEHOLD GOODS

This large group of modern storage plants, each located with a view to rapid and efficient handling of household goods and merchandise, should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of packing, moving, storage and shipping we excel. Safety deposit and silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

MERCHANDISE

Our merchandise storage and distribution facilities include private switches and sidings. Free switching. No haulage charges. Our shippers are always satisfied in their transactions with us.

Pool Car Distributors

Members N. F. W. A., A. W. A.,
Ill. W. A.

OAKLAND
Fortieth Street and Calumet Ave.
KENWOOD
4714-16 Cottage Grove Ave.
WOODLAWN
1117-19 East 63rd St.
ENGLEWOOD
6154-56 Wentworth Ave.
STONY ISLAND
6824-26 Stony Island Ave.
BROADWAY
4015-17 Broadway

**Harder's Fireproof
Storage & Van Co.**

General Offices
40th St. and Calumet Ave.
Chicago

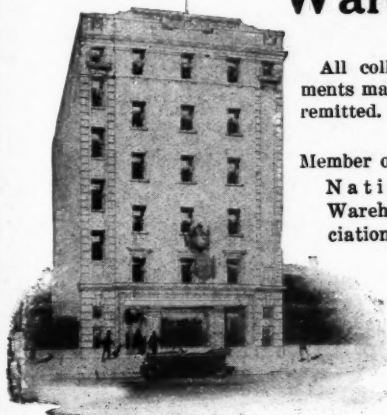


CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of
National Furniture
Warehousemen's Association,
Illinois, New York and
Southern Warehousemen's
Association.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

MAHIN

SHIPPING AND STORAGE WAREHOUSE

Merchandise and Automobile storage. Ideal location for south side distribution. Direct connection with all railroads. Prompt and efficient service. Truck Fleet. Consign to us and let us assist you in reducing distribution costs on the south side of Chicago. Fifteen years in the business.

WE KNOW HOW MAHIN

SHIPPING AND STORAGE WAREHOUSE
1629-35 South Wabash Ave. Chicago, Ill.
Phone: Calumet 2769

CHICAGO, ILL.

CHICAGO, ILL.

"NO DELAYS"

Edward Lasham Co.

Merchandise Storage
Pool Car Distributors
Teaming and City Delivery
Seventy-Five Motor Trucks and Wagons
Downtown Modern Warehouse
Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central, Chicago & Northwestern and Chicago, Burlington & Quincy.

EDWARD LASHAM CO.

1559 S. State St.
Chicago
Illinois



CHICAGO, ILL.

Very Low
Insurance Rates

CM&STP Ry. Track
Inside Buildings

The Ontario Warehouse Co.

Ontario & Kingsbury Streets,

FROSTPROOF MERCHANDISE STORAGE

THE 3 ESSENTIALS

The ABILITY, the CAPACITY, the WILLINGNESS, to serve. Those are the three essentials of satisfactory warehouse service.

CHICAGO, ILL.

Railway Terminal & Warehouse Company

444 W. Grand Ave.

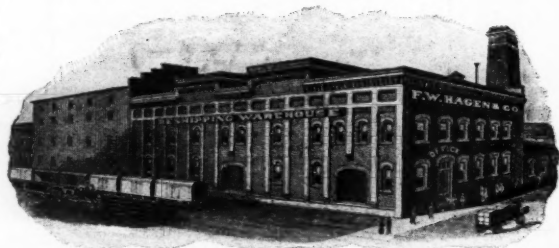
Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

Modern Building—Low Insurance Rates
Use Our Service

CHICAGO, ILL.



RESHIPPING WAREHOUSES

Branch Grand Crossing L. C. L. without cartage Branch
Harvey, Ill. Daily Trap Cars So. Chicago, Ill.
Phone 46 H. P. 3109—Midway 4940 Phone 367

LUMBER AND YARD STORAGE OFFICES
DERRICKS, SPACE, TRACKAGE
AUTOMOBILES, TRUCKS, TRACTORS
STEEL AND HEAVY PRODUCTS

Merchandise of All Kinds

No congestion. Modern facilities. All within the Chicago Switching District. Milling in Transit Privileges. Write or wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.

P. A. HALLBERG, Manager

CHICAGO, ILL.

Have Your Own Transfer Representative In Chicago

If you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignment. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton
Transfer Co.**
1020 So. Canal St.
Chicago, Ill.

CHICAGO, ILL.



When you
want a
AREHOUSE

AT

CHICAGO

Write or
ire
ESTERN



SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.
"At the Edge of the Loop," close to Chicago trade.

Write us now; we know how.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

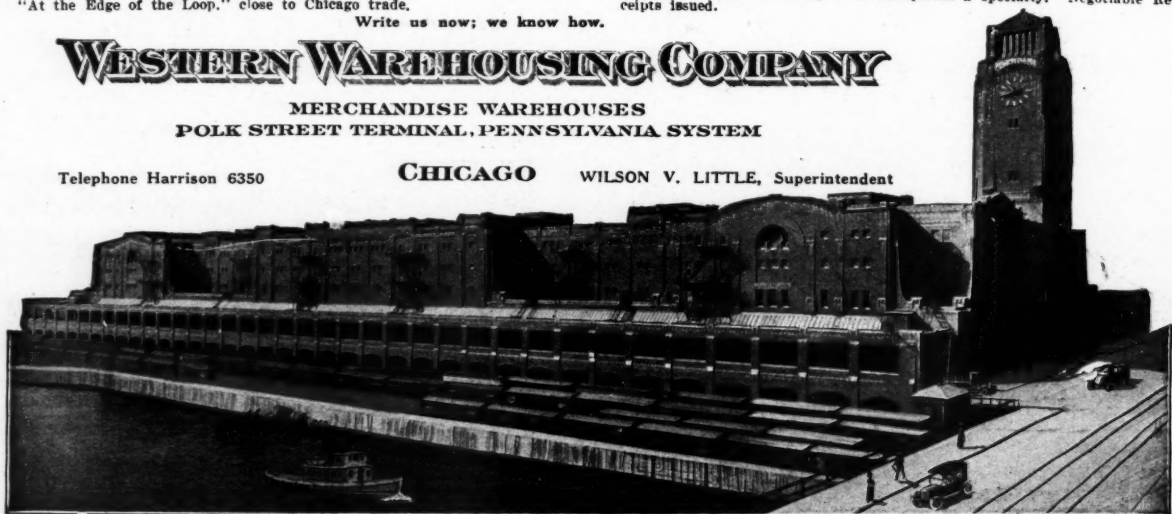
WESTERN WAREHOUSING COMPANY

MERCHANDISE WAREHOUSES
POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

Telephone Harrison 6350

CHICAGO

WILSON V. LITTLE, Superintendent



CHICAGO, ILL.

Soo Terminal Warehouse

Chicago, Illinois

Storage and Distribution of Merchandise Centrally Located

Make Your Out-of-Town Shipments Without Cartage Via Chicago Tunnel. Absolutely Fireproof

"The Economical Way"

W. G. Morgan, Manager

519 W. Roosevelt Road

ELGIN, ILL.

CONSIGN TO US**TO REACH THE FOX RIVER VALLEY**

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available.

Consign to us. We know how.

Elgin Storage & Transfer Co.

60-62 RIVER STREET

ELGIN, ILL.

CHICAGO, ILL.

TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed
Minimum Handling Expense
Building Equipped
With Sprinkling System
Motor Truck ServiceNew York Office
and
Warehouse:
28th St. & 11th Ave.
Erie R. R. Tracks
Tel. Chelsea 7845-7846Chicago Office
and
Warehouse:
Clark & 14th Sts.
Erie R. R. Tracks
Tel. Victory 2360-2429

MATTOON, ILL.

FORTY YEARS of efficiently and economically distributing merchandise. Forty years of storing, packing, shipping and receiving household goods. When dealing with a firm of our age, you are assured of service that cannot be bettered. Our thirteen motor trucks reach every part of Coles, Shelby, Moultrie and Cumberland counties over new hard roads at extremely reasonable rates.**HAYES**

112-14-16 North Sixteenth Street

Private Siding. Pool Car Distribution.

DANVILLE, ILL.

Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses.
Members National Furniture Warehousemen's Assn.
Members Illinois Furniture Warehousemen's Assn.

MOLINE, ILL.

Fireproof Warehouse**Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley**

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company

1205-1209 Fourth Ave.

Moline, Illinois

DECATUR, ILL.

Decatur's Pool Car Distributors
Private Switch for Merchandise Consignments**HAMMAN BROS.**

TRANSFER—STORAGE—PACKING—SHIPPING

Members N. F. W. A., I. F. W. A., C. W. A. of Ill.

William & Broadway St.

Decatur, Ill.

DECATUR, ILL.

MERIDITH STORAGE CO.

320-350 E. Cerro Gordo

STORAGE AND DISTRIBUTION

Railroad frontage. Three blocks to all freight depots.

VANS—TRUCKS—DRAYS

Member I.F.W.A.—N.F.W.A.—C.W.A.—I.A.W.

ROCKFORD, ILL.

*"The Choice of the Greatest Industries"*

ROCK ISLAND, ILL.

**A Safe Depository for Merchandise
and Household Goods**



Private Switch for 4 Cars
C. B. & Q., C. R. I. & P. & C. M. & St. P. Ry.

**DISTRIBUTORS and FORWARDERS
FOR
ROCK ISLAND and MOLINE, ILL.
DAVENPORT, IA. and the MIDDLE WEST**

**ROCK ISLAND
TRANSFER & STORAGE CO.**

101-5 Seventeenth Street Rock Island, Illinois

FORT WAYNE, IND.

WALTER A. BORGMANN, Pres. CHRISTIAN F. BORGMANN, Sec'y-Treas.

BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE
AND GENERAL TRANSFER

Pool Cars

Office 125 W. Columbia Street

FORT WAYNE, IND.

Located in Center of Business District

PETTIT'S STORAGE WAREHOUSE CO.

"FIREPROOF"

STORAGE, TRANSFER, DISTRIBUTION

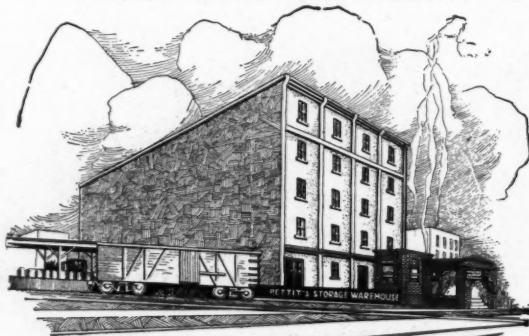
Merchandise Warehousing and Forwarding and Sample Space
SERVICE COUNTS

We have our own truck line and are equipped to make prompt deliveries.

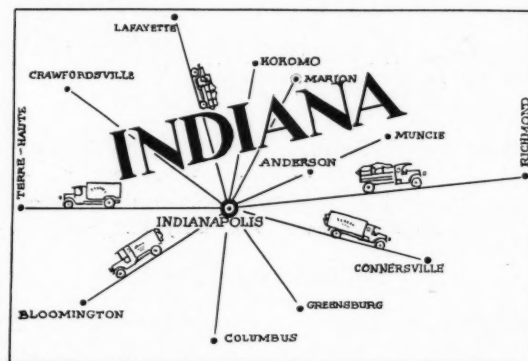
EXPERIENCED MEN IN CHARGE

Special attention to Pool Car Distribution.

Consign your merchandise to us for efficient service.



PRIVATE SIDING

INDIANAPOLIS, IND.

Prompt and Perfect Distribution in Indianapolis

Carload lots are received at our Indianapolis warehouses, and from there distributed in any way you wish throughout the state. Our facilities and methods insure reliable, prompt, courteous and efficient service.

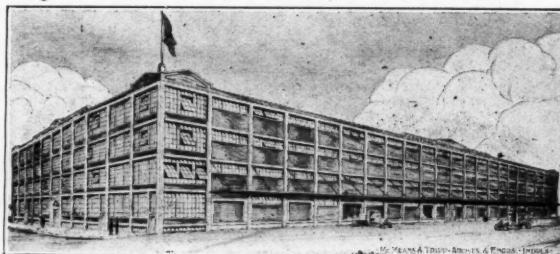
50 Motor Trucks Operating on Schedule Time

We now have 50, and very soon expect to have 200 motor trucks operating on schedule time between Indianapolis and various points in Indiana—distributing L. C. L. shipments from our warehouses—a quicker and more efficient method of distribution than any used heretofore.

New Fireproof Warehouses

A new system for checking pool cars—direct trackage with free switching—splendid new fireproof warehouses—are among the attributes that attract and hold the best storage accounts in the United States.

**The Central Public Warehouse
INDIANAPOLIS**



FORT WAYNE, IND.

Fort Wayne Storage Company

FORT WAYNE, INDIANA

*General Merchandise
Storage and Forwarding*

INDIANAPOLIS, IND.

INDIANAPOLIS WAREHOUSE CO.

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be **your** Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30c—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°. We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.
18 Traction Freight Lines.

The Indianapolis Warehouse Co., Inc.

FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal

INDIANAPOLIS

INDIANA

INDIANAPOLIS, IND.

Est. 1895

OTTO J. SUESZ

WAREHOUSE WALNUT AND PINE STS.

Big 4. New York Cen. Lines. L. E. W. R. R. Siding.
Make your local and carload shipments in care of us and we can make prompt delivery. All Auto Delivery.

PACKING SHIPPING STORAGE HAULING

INDIANAPOLIS, IND.

INDIANA'S LEADING WAREHOUSE SERVICE FIRST

INSIDE TRACKAGE
FOR 10 CARS
SIX ELEVATORS

HENRY COBURN STORAGE & WAREHOUSE CO.

INDIANAPOLIS, IND.

STORAGE AND DISTRIBUTION
OF
GENERAL MERCHANDISE

Elevated Tracks
No Delays During Switching



Pool Cars and Prompt Delivery Service a Specialty
MOST CENTRALLY LOCATED

INDIANAPOLIS, IND.



Indianapolis' Most Convenient Warehouse

Has facilities for handling merchandise unexcelled in this city. Located as we are, in the very heart of the jobbers and freight terminal area, our advantages for storage and prompt distribution are obvious.

TRIPP

Warehouse Company

FIREPROOF
AND MODERN
THROUGHOUT

620 SOUTH CAPITOL AVENUE

SATISFACTORY
SERVICE
GUARANTEED

INDIANAPOLIS, INDIANA

SOUTH BEND, IND.

WARNER WAREHOUSE CO.**Merchandise Storage and Distribution**

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

American Warehousemen's Assn.
Members: Central Warehousemen's Club
American Chain of Warehouses

SOUTH BEND, IND.]

Phone Main 774

Woodworth's Storage and Transfer Line**FREIGHT TRANSFER AND HEAVY MACHINERY**

Furniture Moved in Vans and Stored in Fireproof or Mill Constructed Buildings

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET
J. P. WOODWORTH, Manager

MEMBERS { National Furniture Warehousemen's Assn. SOUTH BEND, IND.
Indiana Transfer Men's Assn.

BURLINGTON, IOWA

**Solicits Your Shipping on This Basis**

One day delivery to Omaha, Twin Cities, Chicago, and St. Louis. Clean storage and efficient handling. On main line C. B. & Q. Free switching on all roads. Low insurance. Pool cars handled promptly. On shipment originating east of Chicago, we can distribute to entire State of Iowa cheaper than if handled through Des Moines. Let our traffic department show you. Rates quoted promptly.

Mercer Transfer & Storage Co.
Burlington, Iowa

CEDAR RAPIDS, IOWA

Cedar Rapids Transfer Co.

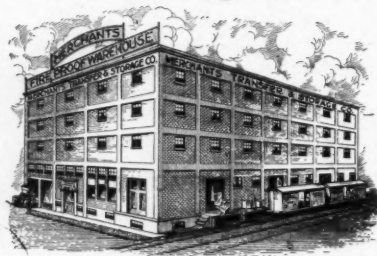
Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles
290,000 Square Feet Storage Space

If Your City Isn't Represented Here

Put it on the shippers' map by
inserting your card in this space.

DAVENPORT, IOWA

New Fireproof Warehouse

for Storage of
Merchandise and
Household Goods
Distributors and
Forwarders

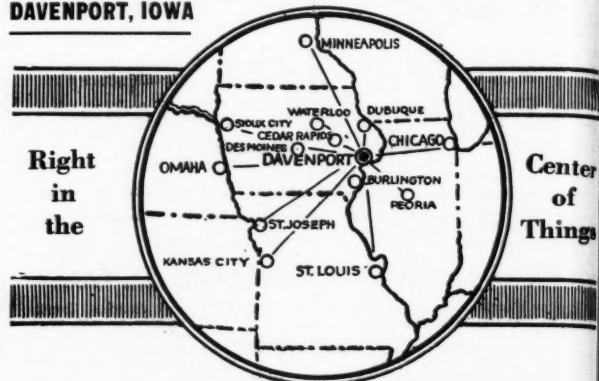
for
Davenport, Iowa,
Rock Island,
Moline, and East
Moline, Illinois
and the Middle
West

Private R. R. Siding.
Free Switching

Pool Car
Distributors

Merchants Transfer and Storage Company
Davenport, Iowa

DAVENPORT, IOWA



Davenport, Iowa, is a strategic point in the distribution of commodities in its location on the Mississippi River, which is a great medium in its regulation of freight rates.

Davenport, Iowa, is a great trade center; with the several adjoining states it is in the center of a distribution district reaching twenty million people.

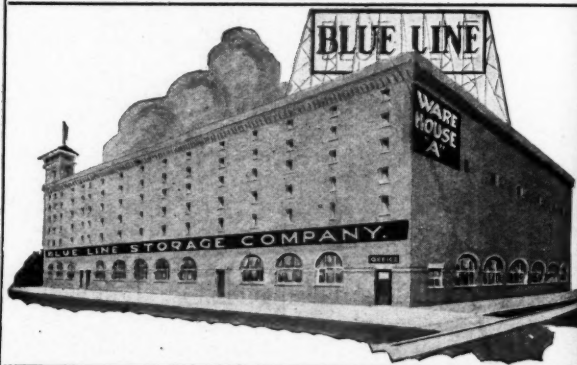
We help "deliver the goods" at a minimum of expense, as a branch house, your distributing agent, or in entire detail, with fireproof storage and trackage.

We have figures to prove the economy of using our organization. Send for our circular showing comparative costs. The great saving of freight car loads to Davenport and local freight rates, in Iowa, Minnesota, Nebraska, Kansas, Missouri, etc., is of vital importance. We are anxious to help traffic managers. Write today.

Davenport, Iowa, member of American Chain of Warehouses, a guarantee of service, satisfaction and lowest prices, being a link of the Warehouse Chain—strictly fireproof Warehouse, located on trackage, in the heart of the wholesale and retail district, one to five blocks from all freight depots.

Ewert & Richter Express and Storage Co.
Davenport, Iowa

DES MOINES, IOWA.

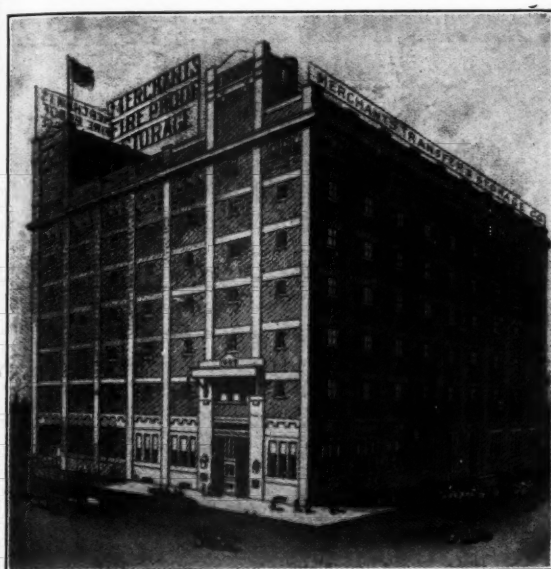
BLUE LINE STORAGE CO.

3 large warehouses. Fireproof storage household goods — merchandise storage distribution—cartage. Private tracks with 16 car capacity. Covered unloading docks.

Pleasing service guaranteed.

FRANK O. GREEN, Pres. LAWRENCE E. STONE, Sec., Gen. Mgr.
DES MOINES, IOWA

DES MOINES, IOWA



200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.

Close to Iowa's Pocketbook

The per capita wealth for Iowa is \$3,539. The per capita wealth for the remainder of the United States is \$1,965.

No point in Iowa is over 12 miles from a railroad and Des Moines is only 200 miles from the geographic center of the United States.

By placing your spot stocks on our floors you can have 24 hour service to extreme Iowa points.

Was there ever a better chance for the Traffic Manager to give the Sales Staff solid backing?

Our service means easier sales next time the traveling man calls. Deliveries in good order mean bigger repeat sales.

Easily available stocks are turning faster, resulting in more frequent profits, the economy of using our service adds another width to your margin of profit.

MERCHANTS

TRANSFER & STORAGE CO.

Ninth and Mulberry Streets, Des Moines, Iowa

AWA

Members
NFWA

CWC

DES MOINES, IOWA

RED LINE Transfer & Storage Co., Inc.

*Merchandise and Furniture Warehouse
Distributors and Forwarders*

Send Your Pool Cars in Our Care
New Fire-Proof Warehouse
Teams or Auto Trucks for Hauling
Free Switching on All Railroads to Our
Warehouse

515 East Court Ave. Des Moines, Iowa

SIOUX CITY, IOWA

WE, as merchandise storers and factory distributors, have every facility consistent to high-class service. Our building, consisting of 50,000 sq. ft. of floor space, is equipped with rat-proof, freeze-proof rooms, which also keep from twenty to thirty degrees cooler than the atmosphere in the summer months, making them ideal for the storing of prepared flour, canned milk, cooking fats and other commodities requiring an even temperature.

Located on C. St. P. M. & O. trackage with free switching from all rail connections; namely, C. M. & St. P., Great Northern, Chicago, Burlington & Quincy, C. & N. W., Illinois Central.

Let us serve you at a price you can afford to pay.

Monarch Storage & Forwarding Co.

"Service that Satisfies"

MARSHALLTOWN, IOWA

EWING of MARSHALLTOWN

Connects with three railways, distributes pool cars and spot stocks, stores, moves and ships furniture, hauls by truck, and doesn't charge too much. If you've got anything for Iowa, "Send It To Ewing."

EWING TRANSFER CO.,

Marshalltown, Iowa

SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

ROSENTHAL

Fireproof and Steam Heated Storage
300 Iowa Street, Sioux City, Iowa

OTTUMWA, IOWA

DAGGETT TRANSFER AND STORAGE

Special Attention Given to Merchandise
Distribution and Pool Car Shipments

MEMBERS:
Central Warehousemen's Club
National Furniture Warehousemen's Association

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

KANSAS CITY, KANSAS

**THE INTER-STATE
TRANSFER & STORAGE COMPANY**
PACKING, MOVING, STORING AND SHIPPING
1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0075
We handle approximately 75% of all the freight shipped to Kansas City, Kan.—
L. J. Canfield.

PITTSBURG, KANSAS

**Best Location for KANSAS, MISSOURI, and OKLAHOMA
MERCHANDISE STORAGE and POOL
CAR Distribution**

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.
P. O. Box 527

WICHITA, KANSAS**BEST DISTRIBUTING POINT FOR THE SOUTHWEST**

Warehouse 25,000 square feet floor space. Free switching privileges. A. T. & S. F. C. R. I. & P. Mo. Pac. Frisco, Orient and Midland Valley Railroads. ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFICIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments—Care of
Southwestern Storage and Distributing Company
428-432 North Wichita Street, Wichita, Kansas
POOL CAR DISTRIBUTORS Correspondence solicited

WICHITA, KANSAS

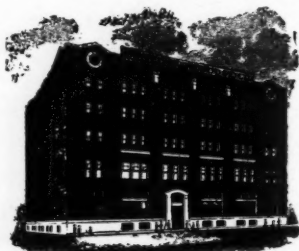
A. F. JONES, Pres. E. W. JONES, Vice-Pres. L. B. JONES, Treas.
J. H. BRUGH, Sec., Gen. Mgr.



General Warehousing
Storage, Forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00



WE OPERATE FOUR OF
THE FINEST FIREPROOF WAREHOUSES
IN THE MIDDLE WEST.

WE MAKE LOANS AGAINST OUR
WAREHOUSE RECEIPTS

UNITED WAREHOUSE CO.

WICHITA, KANSAS
115 N. Meade & 815 E. 2nd

KANSAS CITY, MO.
2114 Central St.

LOUISVILLE, KY.

**SAFETY TRANSFER AND
STORAGE CO., INC.**

"Louisville's Leading Movers & Packers"

Clay and Main Streets
We Move, Pack, Store and Forward Household
Goods
Member N. F. W. A.

LEXINGTON, KY.

**UNION TRANSFER & STORAGE
COMPANY**

INCORPORATED

**Merchandise and Furniture Storage
Distributors and Forwarders
Warehouses on Private Sidings**

Member of American Chain of Warehouses

LEXINGTON

KENTUCKY

LOUISVILLE, KY.

FIREPROOF STORAGE CO., Inc.

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION
Only absolutely FIREPROOF STORAGE WAREHOUSES
in our city

Assembling and Distributing Car Shipments a Specialty
Prompt attention given to collections

LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood
of Ohio River Valley Commerce
Louisville Public Warehouse Co.
Louisville, Kentucky

W. N. Cox, President.

E. H. Bacon, Vice-President.

ALEXANDRIA, LA.

ALEXANDRIA
In the Heart of Louisiana

The meeting point of seven roads
giving quick service to nearly
every town and city in state

NOW IN OUR NEW BRICK AND CONCRETE WAREHOUSE WITH PRIVATE SIDING ON C. R. I. P. RAILROAD. THE FOLLOWING NATIONALLY KNOWN CONCERNS USE OUR SERVICE. WHY NOT YOU?

The Procter & Gamble Dis. Co. Memphis, Tenn.
The Ohio Match Co. Wadsworth, Ohio
The Borden Co. New York, N. Y.
Kellogg Toasted Corn Flake Co. Battle Creek, Mich.
Sears, Roebuck & Co. Chicago, Ill.
Montgomery Ward & Co. Chicago, Ill.
Shapleigh Hdwe. Co. St. Louis, Mo.
Simmons Hdwe. Co. St. Louis, Mo.
Federal Match Corporation. New York, N. Y.

We Also Serve the Leading Louisiana Concerns

TRY US

Your inquiries Will Receive Prompt Attention

Carnahan's Transfer & Storage

Second and Xavier Street

Alexandria

Louisiana

Members { American Warehousemen's Ass'n.
{ National Furniture Warehousemen's Ass'n.

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2ND PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.

Only one-half square from Mississippi River.

Track facilities for seventy-three (73) cars at one time.

Operated in conjunction with Dennis Sheen Transfer, Inc., oldest and most complete hauling corporation South.

Electrical unloading and piling devices built to eliminate any damage in handling.

Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHSE CO., Inc.
New Orleans, La.

BANGOR, MAINE

McLaughlin Warehouse Co.

Established 1875

Incorporated 1918

General Storage and Distributing
Capacity 70,000 Sq. Ft.

Rail and Water Connection
Private Siding Capacity, 15 Cars.

Member:
American Warehousemen's Association
American Chain of Warehouses

PORTLAND, MAINE

Galt Block Warehouse Company

PORTLAND, MAINE

**STORAGE, GENERAL MERCHANDISE
AND HOUSEHOLD GOODS**

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial Street, Portland, Maine
J. S. SAWTELLE, Manager.

BALTIMORE, MD.

Phone Gilmer 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE
& MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Fireproof Wh's'e in rear
Balt. F. W. A.

BALTIMORE, MD.

Low Insurance Rates

**Merchandise Warehousing
&
Distribution**

**Complete modern Warehouse Service
to all shippers.**

Pool-Cars a Specialty

Located in heart of wholesale district

CENTRAL WAREHOUSE CO.

517 to 525 W. Baltimore St.

"We Give Service, Don't Promise It."

BALTIMORE, MD.

**FIDELITY
STORAGE CO.**

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively
Your Clients Efficiently Served
All Collections Promptly Remitted*

MEMBERS

Baltimore Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

BALTIMORE, MD.

Established 1879

**MONUMENTAL STORAGE &
CARPET CLEANING CO.**

1110-1116 PARK AVENUE, BALTIMORE, MD.

ABSOLUTELY FIREPROOF WAREHOUSE

*Furniture Storage — Packing — Moving
Carpet Cleaning*

Members N. F. W. A. and B. F. W. A.

The Men Who Distribute

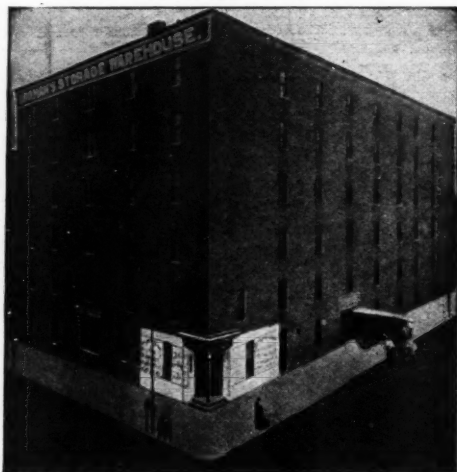
Bixby's Blacking

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

BALTIMORE, MD.

Graham's Storage Warehouse*The Largest in Baltimore*

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager

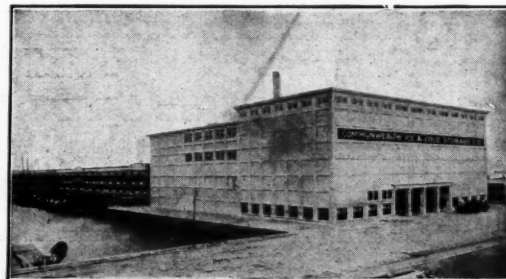


800 Storage rooms, one to ten Van load capacity.
Vans load and unload in the centre of the building.

MOVING—PACKING—SHIPPING
MOTOR EQUIPMENT

Send us your Baltimore Consignment
Members, Md. Whse. Assn., Nat. F. W. A.

BOSTON, MASS.

"Where Rail Meets Sail"

Cold storage for all classes of perishable merchandise.

General storage space for all classes of merchandise.

Directly connected side track on New York, New Haven and Hartford.

Perfect local distribution facilities.

Commonwealth Ice & Cold Storage Co.
220 Northern Ave. BOSTON, MASS.

BALTIMORE, MD.

Security Storage & Trust Company*Resources Over One Million Dollars*

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of
Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association

BOSTON, MASS.



FURNITURE AND PIANO MOVERS

HOME, OFFICE and
LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office and Packing Dept.

79 Broadway

South Boston

Intown Office

28 Bromfield Street

Boston

ARLINGTON, MASS.

ARLINGTON STORAGE WAREHOUSE

20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sections

Separate Locked Rooms for Furniture

Household Goods Exclusively

First-Class Auto-Truck Service

Modern Heated Piano Room

Packing and Shipping Anywhere

Consignments Solicited

If the City to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.

BOSTON, MASS.

FRANCIS FITZ CO.

STORAGE WAREHOUSES

25, 27, 29, 30, 31, 32, 33, 34 Pittsburgh Street
28, 30, 32, 34 Stillings Street

Established 1872—Incorporated 1906

Office, 30 Pittsburgh Street

DIRECT TRACK CONNECTION

New York, New Haven & Hartford R. R. Free Switching from all Railroads. We specialize in receiving and distributing merchandise and can offer you all the facilities of an up-to-date warehouse with personal supervision.

Our customers' interests are our own

MEMBER OF

American Warehousemen's Association
Massachusetts Warehousemen's Association

BOSTON, MASS.

**Northern Avenue Stores
and Dock Corporation**

New Haven Terminal Stores

308-316 Congress Street, Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad
Dockage for Steamers and Vessels

**Storage of Wool, Leather and
General Merchandise**

Fort Hill Storage Warehouse

415-429 Atlantic Avenue

76-86 Purchase Street

General Merchandise

George W. Blinn, Manager

BOSTON, MASS.

Quincy Market Cold Storage and Warehouse Co.

STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention
Given to
Distribution



Charles River Stores, 4,776,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.

Constitution Stores, 623,000 cu. ft. Battery Wharf, 1,500,000 cu. ft. Wharfage and Storage. Connects with all railroads via Union Freight R. R.

Summer Street Stores, 2,000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

GEORGE S. LOVEJOY, Manager, General Storage Department

Main Office: 178 Atlantic Ave., Boston, Mass.

BOSTON, MASS.

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY

50 Terminal Street

Charlestown District, Boston



Storage of Wool, Cotton and
General Merchandise

LOWEST INSURANCE RATES
DIRECT TRACK CONNECTIONS
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS
MYSTIC WHARF
BOSTON, MASS.

Fumigation of Foreign Cotton
and Cotton Waste

AND OTHER MATERIALS AS REQUIRED
BY U. S. GOVERNMENT

CARTAGE TO AND
FROM FREIGHT STATIONS
AND BOAT LINES

WEIGHING, SAMPLING, AND ALL
SERVICES USUALLY PERFORMED
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

BROCKTON, MASS.**BROCKTON****FIREPROOF STORAGE COMPANY**

43 North Montello Street, Brockton, Massachusetts

Telephone Brockton 1140

General Merchandise. Distributing. Separate Rooms for Furniture.

Negotiable Receipts.

Bonded Warehouse. Our own Side Track. Member A. W. A.

Located in center of business and shipping district
on N. Y., N. H. & H. R. R.**LOWELL, MASS.**

A REAL ALL-ROUND
SERVICE INSTITUTION

**HARVARD STORAGE AND WARE-
HOUSE COMPANY OF LOWELL**

CAMBRIDGE, MASS.

When shipping goods by rail, consign to our care via Boston and Albany R. R., East
Cambridge Station. Car lots will be placed at our door on our own private siding.
METROPOLITAN STORAGE WAREHOUSE CO.
134 Massachusetts Avenue, Cambridge, Mass.
WARREN B. HIBBERT, Manager

Pick Your Consignee

from the companies listed in this
section—they are the "live wires"
of the field and will handle your
shipments promptly and efficiently.

HOLYOKE, MASS.**Sheldon Transfer & Storage Co., Inc.**

ESTABLISHED 1870

Main Office 647 Main St.

Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N. Y. N. H. & H. and B. & M. Sidings

The Men Who Distribute

Cook's Linoleum

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

SPRINGFIELD, MASS.

William H. Parks, Pres. James A. Mahoney, Treas.

Storage, Forwarding, Distribution
of Merchandise of All Kinds**EASTERN STATES
REFRIGERATING CO.**

Six Million Cubic Feet Capacity

Cold Storage of Food Products

Household Effects Packed for Shipment

General Trucking. Furniture and
Piano Moving

Executive Office

343 Bridge Street, Springfield, Mass.

NEW YORK OFFICE, 6 Harrison St.

JERSEY CITY, N. J.
WAREHOUSE
Consign via
D. L. & W. R. R.
Cold Storage OnlyLIBERTY DIVISION
385 Liberty St.
Springfield, Mass.
Cold Storage, Merchandise,
Household GoodsSPRINGFIELD
WAREHOUSE
Consign via
B. & A. R. R.
Cold Storage OnlyLOWELL, MASS.
WAREHOUSE
Consign via
B. & M. R. R.
General Merchandise and
Household Goods**WALTHAM, MASS.**

Serving a Population of 1,500,000 in this Territory

GIBBS EXPRESS COMPANYLESSEES OF YETTEN'S STORAGE
Established 1845DISTRIBUTING AND WAREHOUSING
Private Siding—Carload Lots**WORCESTER, MASS.**

IN THE HEART OF NEW ENGLAND

Bowler Storage and Sales Company

General Merchandise Warehousemen

Specializing in the Storage of Automobiles, Wool, Lubricating Oils,
Heavy Machinery and General Merchandise Distribution.By an Organization Whose Policy Is
SECURITY, SYSTEM and SERVICE**WORCESTER, MASS.****NORTHEASTERN
STORAGE & DISTRIBUTING CO.**Storage and Distribution
of General Merchandise

Pool Car Distribution

Railroad Facilities

WORCESTER MASS.C. A. BARTON, President F. A. JENKS, Vice-President
GEO. T. DEWEY, Treasurer**Worcester Cold Storage and Warehouse Company**
Members A. W. A.Pool Car Shipments General Merchandise Storage
Local Distribution
Cold Storage of Food Products
Direct Boston & Albany Railroad Siding**BAY CITY, MICH.**

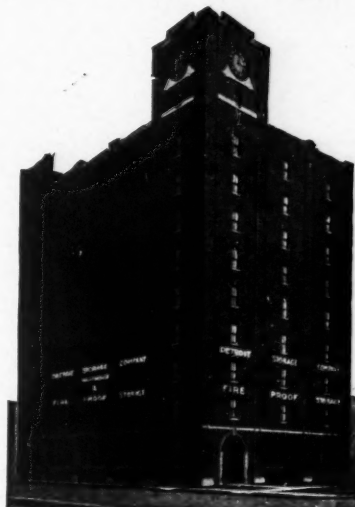
The

Riverside Truck & Storage Co.

GENERAL MERCHANDISE DISTRIBUTION

Storage of Household Goods and Merchandise.
Car Load Lots and less than Car Load Lots.Private Railroad Track—Sidings on all railroads entering Bay City.
Office & Warehouses:
Cor. 2nd & Adams St., Bay City, Mich.**DETROIT, MICH.**

DETROIT'S LEADING MOVERS

Detroit Storage Co.Main Office and Fireproof Warehouse
MOVING, PACKING, SHIPPINGCorner East Grand Boulevard and Beaubien St.,
DETROIT, MICH.

Member National Warehousemen's Ass'n.

DETROIT, MICH.**Nelson Transportation Co.**

80 Calvert Ave., DETROIT, MICH.

150,000 square feet of storage on Detroit river front with
boat loading facilities. Located on Grand Trunk, Toledo &
Shore Line and D, T & I sidings. Capacity 200 cars.FREIGHT FORWARDING
STORAGE
BOAT AND RAIL SHIPPING
CAR LOADING
DISTRIBUTING
EXPORT BOXING AND SHIPPING
WAREHOUSING

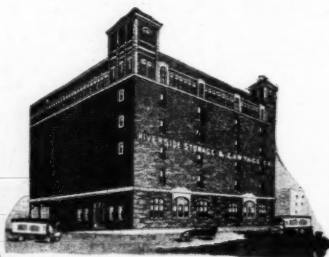
The Men Who Distribute

Spokane Paper ProductsRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

DETROIT, MICH.

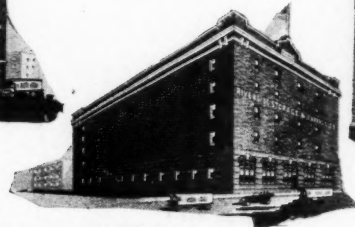


ELWOOD CROUL
President

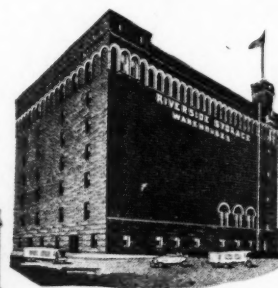


MEMBERS
American Warehousemen's Association
National Furniture Warehousemen's Association

J. D. DUNN
Vice-Pres. Treas.



E. P. CROUL
Vice-President



C. H. BREAUT
Secretary

STORAGE—REMOVALS—PACKING—SHIPPING

"SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.
DETROIT, MICHIGAN

DETROIT, MICH.

THE ORIGINAL Turner Cartage & Storage Co. General Warehousemen

MOTOR TRUCKING
TEAMING, STORAGE



MACHINERY MOVING &
ERECTING, MOVING

Est. 1880

Official Cartage Agents

WABASH & CANADIAN PACIFIC RYS.

Main Office, 1675 Howard St.

WAREHOUSES: Howard St., M. C. R. R. and Beaubien St.

FLINT, MICH.

THE ONLY FIREPROOF WAREHOUSE IN FLINT, MICHIGAN

Moving Packing Shipping Storage
FLINT FIREPROOF STORAGE CO.
615 East 6th Avenue

GRAND RAPIDS, MICH.

Elston Packing & Storage Co.

Storage household goods and merchandise. Seven warehouses with over 200,000 sq. ft. of floor space.
Members of the Illinois Warehousemen's Assn., New York Warehousemen's Assn. and American Warehousemen's Assn.
GRAND RAPIDS, MICH.

DETROIT, MICH.

WOLVERINE STORAGE CO.'S FIREPROOF BUILDING

Terminal Railroad and East Jefferson Avenue
DETROIT

THE largest fireproof warehouse in Michigan. Open for business after November 1st. 1,250,000 cubic feet in building. 100,000 square feet of floor space. Will handle merchandise and household goods storage.

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

GRAND RAPIDS, MICH.

Most Up-to-Date Warehouse in Michigan

Concrete Construction.
Absolutely Fireproof. Sprinkler Risk.
Lowest Warehouse Insurance Rate in State.
Track Capacity, 25 Cars.
Latest and Best Equipment for Handling.

General Merchandise Storage

Cartage Facilities.
High Grade Service Guaranteed.
Negotiable Warehouse Receipts Issued.
Pool Car Distribution.

Furniture Manufacturers Warehouse Co.
505-511 Fulton Street, West Grand Rapids, Mich.

GRAND RAPIDS, MICH.

LARGEST COMMERCIAL WAREHOUSE IN WESTERN MICHIGAN



COLUMBIAN STORAGE & TRANSFER CO.

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

"INSTANT SERVICE"

MERCHANDISE WAREHOUSE ONLY

We operate 36 horse-drawn vehicles and 12 motor trucks.
Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding

Michigan Central R. R.

Free Switching

GRAND RAPIDS, MICH.

MERCHANDISE DISTRIBUTION

Over the Southern Peninsula

Probably no other warehouse is located with such geographic and traffic advantage as ours for reaching the southern peninsula of Michigan.

Certainly no other is better equipped or manned. You will note that we do not claim to be best, for there are several other excellent warehouses serving this territory.

We ask only that you place your distribution in our hands for ninety days. Then, if you can find more competence or get more satisfaction elsewhere, we will aid in every way, cheerfully, to transfer your account to the house of your choice.

Meantime, we will hold ourselves ready for your return.

RICHARDS WAREHOUSE COMPANY

Grand Rapids, Mich.

GRAND RAPIDS, MICH.

Kent Storage Company

Main Office and Warehouses
Front Avenue and Pennsylvania Tracks
Grand Rapids, Mich.

General Merchandise

Storage and Reforwarding
Six Warehouses Floor Space 200,000 sq. ft.
Pool Car Distributing
Light and Heavy Hauling (Power Trucks)
Trackage Capacity 30 Cars

Connections with All Lines—Private Sidings on Penna. and Pere Marquette R.Rs.

Located in Center of Wholesale District Within Three Blocks of All Freight Houses.

When You Need Better Service in Grand Rapids Get in Touch with Us!

Insurance Rate 55c. per \$100.00 Annum.

Brick Construction — Automatic Sprinkler System.

COLD STORAGE

500,000 Cubic Feet

Temperatures

Zero to 40 Above

Members of { American Chain of Warehouses
American Warehousemen's
Association



E. R. McCOY,
General Manager

GRAND RAPIDS, MICH.

Shank Fireproof Storage Company

Largest Fireproof Storage Warehouse in Western Michigan.
Merchandise and Household Goods.

Members I. F. W. A.

GRAND RAPIDS, MICH.

Most Complete Facilities FOR Storing, Moving, Distributing

Warehouse 128-138 Coldbrook St., 30,000 sq. feet Warehouse 1156 Plainfield Ave., 35,000 sq. feet.

WESTERN MICHIGAN TRANSFER & STORAGE CO.

Grand Rapids, Michigan

ESTABLISHED 1909

EDWARD H. SCHANTZ, Secretary and Manager

LANSING, MICH.

THE LOGICAL DISTRIBUTING POINT
FOR POOL CAR SHIPMENTS IN MICHIGAN
COMMERCIAL AND FURNITURE STORAGE
7 MOTOR TRUCKS FOR TRANSFER SERVICE
Fireproof Storage & Transfer Co.

LANSING, MICH.**Lansing Storage Company**

Exclusive Household Goods Storage
Moving, Packing, Shipping
Motor Van Service for Inter-city Work
"We know how"
412 No. Washington Ave., Lansing, Mich.

SAGINAW, MICH.**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS

MERCHANDISE DISTRIBUTION**SPRINKLER SYSTEM**

Private Sidings M. C. R. R.

SAGINAW, MICH.Office
N. Michigan Ave.**DULUTH, MINN.****SECURITY STORAGE & VAN CO.,**

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER
OF HOUSEHOLD GOODS
AND MERCHANDISE**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks

No Switching Charge

MINNEAPOLIS, MINN.**THE BOYD TRANSFER & STORAGE CO.**

Minneapolis, Minnesota

NET RESOURCES \$450,000.00

Outstanding Facts About BOYD

Storage Plant Covering an entire City block.

Fireproof Warehouse for Household Goods with
1800 Rooms and Compartments.Freight Depot on C. G. W. R. R. for Merchandise
Storage and Distribution. Trackage for Twenty
Cars

Largest Pool Car Forwarders in the Northwest.

Forty Motor and Horse-drawn Vans covering every
part of Minneapolis and St. Paul.**THIRTY YEARS EXPERIENCE****MINNEAPOLIS, MINN.**Both our fireproof and non-fireproof warehouses are located in the
downtown business district on direct railroad trackage.**DISTRIBUTING AND WAREHOUSING
MERCHANDISE AND HOUSEHOLD GOODS
TRUCK SERVICE**

Regular Trips Between Twin Cities

Cameron Transfer and Storage Co.Main Office, 420 Second Avenue South
Warehouses: 734 to 758 North Fourth Street**MINNEAPOLIS, MINN.****Merchandise Houses**

Realizing fully that you will be judged by the
service we render your customer, it is the thoughtful
study and persistent policy of this company to see
that every point of contact which you establish is
maintained with the utmost care.

KEDNEY WAREHOUSE CO.

10 HENNEPIN AVENUE

Members A. W. A., C. W. C., Minn. W. A.

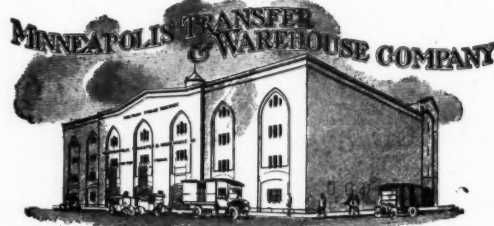
MINNEAPOLIS, MINN.Household Goods Department
C. W. Little, Mgr.**OUR BUSINESS****Packing, Storing and Shipping
Household Goods**

Consignments from other cities given personal attention
and expert service. Both Fireproof and Sprinklered houses
with as low insurance as any obtainable.

Licensed and Bonded by
STATE OF MINNESOTA**KEDNEY WAREHOUSE CO.**101—3rd Ave. So. & 10 Hennepin Ave.
Minneapolis, Minn.**MINNEAPOLIS, MINN.**1,500,000 CUBIC FEET
FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. Pool
car distributors. Complete fleet of vans and motor trucks.

**MINNEAPOLIS, MINN.****SECURITY
WAREHOUSE COMPANY**

Established 1883

**MERCHANDISE
STORAGE And
DISTRIBUTION**

For Minnesota and Northwestern States

**L. C. L. Shipments without
Cartage****Motor Truck Deliveries
Located in heart of whole-
sale district****Minneapolis**

MINNEAPOLIS, MINN.

Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track: 21 vans and trucks. Our facilities and service warrant your investigation. We have the knack of making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

SKELLET COMPANY

201 South Fifth Street Minneapolis, Minn.

We operate Ballard Company in St. Paul

ST. PAUL, MINN.

St. Paul

Minn.



Distributors and Handlers of
HOUSEHOLD GOODS

ST. PAUL, MINN.

Your Patrons in the Northwest Demand Quick Service

Let us help you give it to them

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

**Merchandise Bonded and Cold Storage
Industrial Sites**

*Let us help you solve your distribution problem
in this territory.*

CENTRAL WAREHOUSE COMPANY

Office: 739 Pillsbury Avenue

St. Paul, Minn.

Members A. W. A., Central Warehousemen's Club and
Minnesota Warehousemen's Association

ST. PAUL, MINN.

FIDELITY STORAGE & TRANSFER CO.

HIGH GRADE STORAGE ACCOMMODATIONS.

Office, 310-312 Cedar St.

Pooled Cars Distributed, Four Track Warehouses,
Merchandise and Household Goods

ST. PAUL, MINN.

MERCHANDISE HOUSES

This city is the very heart of one of the most prosperous dairy regions of this country and we are on the eve of a great wave of prosperity both industrially and agriculturally.

Use our warehouse for your distributing base and get your share of this inevitable prosperity.

KEDNEY WAREHOUSE CO.

Ninth & Pine Streets

Members A.W.A., C.W.C., Minn. W.A.

ST. PAUL, MINN.

ST. PAUL TERMINAL WAREHOUSE COMPANY

New, clean, fireproof warehouses.
Located centrally in jobbing district.
LCL shipping without cartage.
Motor Trucks for store door delivery.
Bonded to the State.

Merchandise Storage and Distribution

ST. PAUL

If Your City Isn't Represented Here

Put it on the shippers' map by
inserting your card in this space.

The Men Who Distribute

"None Such" Mince Meat

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index.

JACKSON, MISS.

RICKS STORAGE & DISTRIBUTING COMPANY

Located at the logical distributing point for Mississippi. Merchandise storage and prompt distribution of pool cars. Modern brick building on Illinois Central Railroad siding.
Motor Truck Service.

JACKSON, MISS.

Wright Transfer Company

Office, 261 Pearl Street
Jackson, Mississippi

Storage and Distribution
Merchandise and Household
Goods

Special Attention to Pool Shipments

13 Years Experience

"FOR RIGHT SERVICE SHIP TO WRIGHT"

JOPLIN, MO.

Tonnies Transfer & Storage Co.
1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

FOR GENUINE PERSONAL SERVICE

Ship to

Baltimore Transfer & Storage Co.
2030 Baltimore Ave., Kansas City, Mo.

Factory and Carload Distributors All Classes Merchandise

KANSAS CITY, MO.

WHO'S HILL?

He's a furniture warehouseman who knows his business, and turns that knowledge to profit for his correspondents.

J. G. HILL

9th and Woodland Ave., Kansas City, Mo.

The Men Who Distribute

Nestle's Food

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

The Meeting Place of Shippers and Warehousemen

ONE of the largest national distributors, manufacturing a product known the world over, has announced that hereafter it will distribute exclusively through warehouses. In the selection of the warehouses to be used, **DISTRIBUTION & WAREHOUSING** has had an important part. This distributor, like hundreds of others of similar calibre, is a regular reader of **DISTRIBUTION & WAREHOUSING** and uses the *Shippers' Index* as a guide and source of information in the selection of the warehousemen with which to do business.

The Shippers' Index of **DISTRIBUTION & WAREHOUSING** is the meeting place of the man who needs warehouse facilities and the man who has them to offer.

Kansas City, Mo.

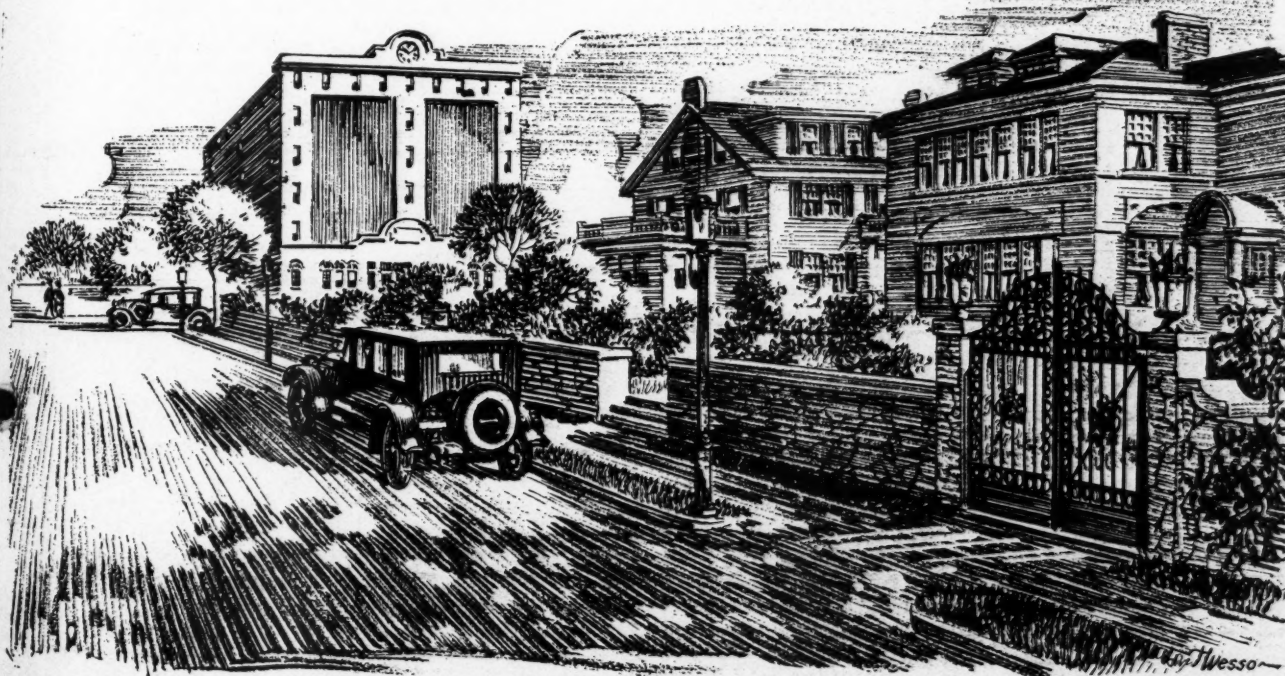
The Heart of America

HOUSEHOLD GOODS COMPANIES

- D. A. Morr Transfer & Storage Co.,
Kansas City, Mo.
- Beebe Storage & Moving Co.,
Kansas City, Mo.
- L. Leritz & Son Storage & Moving Co.,
Kansas City, Mo.
- Monarch Transfer & Storage Co.,
Kansas City, Mo.
- Perky Bros. Transfer & Storage Co.,
Kansas City, Mo.
- A. B. C. Fireproof Warehouse Co.,
Kansas City, Mo.
- Groves Fireproof Warehouse Co.,
Kansas City, Mo.
- Lincoln Fireproof Storage Co.,
Kansas City, Mo.

MERCHANDISE WAREHOUSE COMPANIES

- Adams Transfer & Storage Co.,
Kansas City, Mo.
- Crooks Terminal Warehouses,
Kansas City, Mo.
- Central Storage Company,
Kansas City, Mo.



ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

Langan & Taylor Storage & Moving Co.

R. U. Leonori Auction & Storage Co.

American Storage & Moving Co.

J. Brown Storage Co.

In the world of household goods warehousing, these words are synonyms —

SAINT
LOUIS
MISSOURI

&

GENERAL
WAREHOUSING
COMPANY

ST. LOUIS, MO.

BEN A. LANGAN

FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.

ST. LOUIS

Expert Movers and Forwarders of
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Our Auto Van Service is Unexcelled
Your Interests Will Be Safely Guarded

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THE

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MERCHANDISE STORAGE AND DISTRIBUTORS

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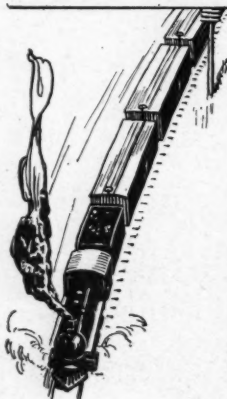
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JOHN C. CROTHERS

Secretary and General Manager

ST. LOUIS, MO.

POOL CAR DISTRIBUTION



Shipment by carload to get the lowest freight rate requires intelligent cooperation from the agent who breaks bulk for you.

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Also storage, cartage, local distribution office space for accommodation of customers.

Join the
Goodly Com-
pany of Our
Patrons

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WAREHOUSE
St. Louis, Mo.

ST. LOUIS, MO.

The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent re-shipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



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of St. Louis, Missouri.

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Globe Delivery Co.

Merchandise and Furniture Storage

Distributors and Forwarders

5 Warehouses—Trackage

Write us for explanation of Lincoln's advantages as a distribution center

OMAHA, NEBR.

BEKINS OMAHA VAN and STORAGE

Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

OMAHA, NEBR.

**FIDELITY
STORAGE & VAN CO.**

1107-11 HOWARD STREET

Exclusive Household Storage

Removals — Packing — Forwarding

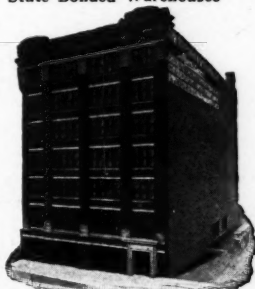
All Collections Promptly Remitted

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National Furniture Warehousemen's Association

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State Bonded Warehouses

Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.



813 Douglas St.

FORD**"Gets There Regardless"****Transfer & Storage Co.**

Local Shipments Efficiently Handled by 17 Trucks

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Fireproof Storage

Moving Packing Shipping



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Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

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Pool cars solicited

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Our Warehouse is in the Center of the Jobbing and Business District.

Service That Satisfies Is Our MottoMembers of the Central Warehousemen's Club,
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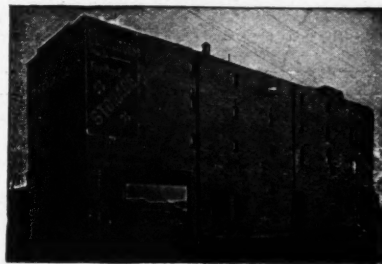
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Goods and
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Piano Moving

Phone 108

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National Storage Warehouse Co.

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300 Separate Rooms—

Moving, Crating, Storage of
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Pierce-Arrow trucks for long distance work. Goods insured in transit.

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Direct Penn. R. R. Siding.

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Motor truck service for Philadelphia and South Jersey deliveries

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Root Beer Supplies
Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

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Storage, Moving, Packing and Shipping
Oranges and Maplewood—Padded Motor Vans

My satisfied customers cover a period
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Members of the American Warehousemen's Association and
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GOODMAN WAREHOUSE CORP.

Fireproof Storage

For Shipments of Household Goods and Merchandise in Jersey
City and Greater New York

Accessible to All Railroads

For Information See Directory (December Issue, Page 207).

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NEWARK—EAST ORANGE, N. J.

*Ship Through Us for Newark and
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Long Distance Moving a Specialty

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INCORPORATED

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Transfer of Household Goods
Freight, Heavy Haulage,
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Storage of Household Goods
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Member of N. J. F. W. A. and N. F. W. A.

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With Rail and
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Newark

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Motor Trucks for Long Distance Moving

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JOHN MULLIGAN, Pres.

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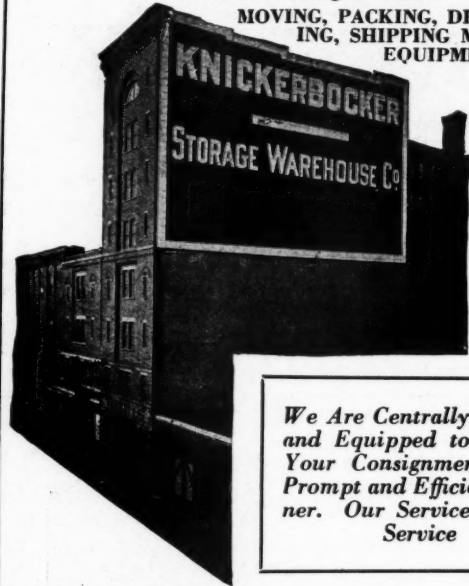
WILLIAM MULLIGAN, Vice-Pres.

Ship to Newark's Leading Furniture and Merchandise
Warehouse

**Knickerbocker Storage
Warehouse Company**

96 to 106 Arlington Street

MOVING, PACKING, DISTRIBUT-
ING, SHIPPING MOTOR
EQUIPMENT



Members
N. F. W. A.
and
N. J. F. W. A.

*We Are Centrally Located
and Equipped to Handle
Your Consignments in a
Prompt and Efficient Man-
ner. Our Service Is Real
Service*

NEWARK, N. J.

**Lehigh Warehouse &
Transportation Co., Inc.**

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*Storage and Distribution of
General Merchandise*

Lehigh Valley Siding

*Motor Trucks for Local and Long
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CONSIDER the service we offer before you
select your warehouse:

Fireproof warehouses—Lowest insurance rates—Warehouse receipts
issued—A fleet of motor trucks at your service daily—Warehouses
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Pool Car Distribution.

Direct Penna. R. R. Siding

Modern Constructed Warehouse

NEWARK, N. J.

ROSEVILLE STORAGE CO.MOVING, PACKING and SHIPPING
of HOUSEHOLD GOODS

22-24-26 Cabinet St., Newark, N. J.

Frank J. McGrath, Pres.

Thos. A. McGrath, Treas.

KEEP IT UP!One step won't take you very far, you've got to
keep on walking;One word won't tell them what you are, you've
got to keep on talking;One inch won't make you tall, you've got to keep
on growing;One little "ad" won't do it all, you've got to keep
'em going.Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
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to co-operate with the wonderful
work which you are doing for the
warehouse industry, for which I com-
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TRUCKING WAREHOUSING SHIPPING

**PASSAIC
TRANSPORTATION
COMPANY**

OFFICES

57 Freeman Street, Newark, N. J.

**General Merchandise Storage
and Forwarding**

Capacity, 1000 Cars

Fireproof Brick and Concrete
Buildings

Railroad Sidings

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Dock Facilities

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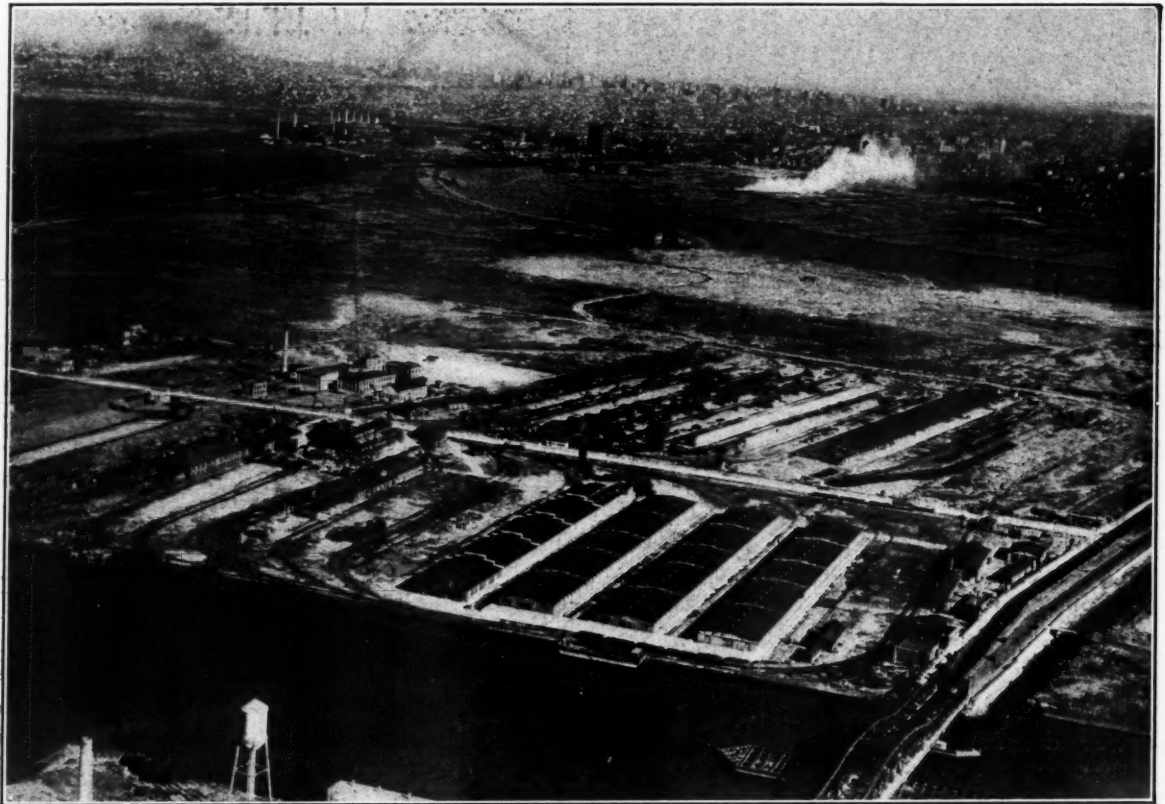
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Car Lot Distribution for Manufac-
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Low Insurance Rates on Application

Regular Deliveries of Merchandise between
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If you act quickly, you can still dodge the car shortage, that's sure to result as soon as heavy grain movement begins.

Think it over, Mr. Manufacturer, we will store your merchandise, deliver by truck to close-by points or ship via rail or boat to more distant points, located on and served by the Pennsylvania Railroad.

Write or wire for rates and full information.

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Absolutely Fireproof
191-93 JEFFERSON STREET
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Covering Clifton, Garfield, Nutley, Wallington, Lakeview,
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Two Modern Fireproof Warehouses
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SHIPPING

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Anchor Warehouse Co.

Trenton, N. J.

COMMERCIAL STORAGE
and
DISTRIBUTION

Trenton is an ideal car break point for the
Metropolitan district

Private Railroad Siding, Penna. R.R. and
Phila.-Reading R.R.

We store, reship and deliver all classes of
merchandise.

Low Insurance Rates

PROMPT AND CAREFUL SERVICE.

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Jefferson
Safety Storage Warehouse Co.
TRENTON, N. J.

Warehousemen and Distributors

Central location; private siding from P. R. R.;
adequate space; fully protected by sprinkler sys-
tem; city and suburban deliveries.

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Express & Storage Co.
(INCORPORATED)

STORAGE WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
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Dongan Avenue, Fourth Avenue and Plum Street

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Private Railroad Siding All Railroad Connections
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Yard Storage

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Storage, Transferring and Forwarding
Direct Track Facilities Pool Car Distribution

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FRANK A. WEEKS, Sec. Treas.

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(Incorporated)

Offices: N. Y. C. R. R. and Lehigh Valley R. R. Freight Station
DIRECT RAILROAD SIDING

Pool Car and Local Distribution of Merchandise, Storage, Packing, and Ship-
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New, brick, specially built Warehouse; the only storage Warehouse building in Binghamton built purposely for that business.

Free switching over Delaware, Lackawanna & Western, Erie and Delaware & Hudson railroads.

WE SOLICIT YOUR INQUIRIES

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83 Prospect Ave., Binghamton, N. Y.

Telephone 3281

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Located in the center of the business district enables us to give prompt service to jobbers of merchandise.

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MOVING AND TRUCKING OF ALL KINDS

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We make a specialty of handling shipments from correspondents. Call on us at any time for any class of work. Our fleet of electric and gasoline vans for city and out-of-town removals will give you the best of service.

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Telephone 5560 Main

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Brooklyn, N. Y.

Geo. Burghardt, Mgr.

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Established 1890

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To or From Brooklyn
Have It Done Right—And Right Means By
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Storing—Packing—Moving—Shipping
244-246 Havemeyer Street Brooklyn, N. Y.
Mark Goods in Our Care, Eastern District Terminal, Brooklyn
POOL CARS DISTRIBUTED

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In the Heart of Brooklyn HORSTMANN WAREHOUSE CO. INC.

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STORAGE FOOD PRODUCTS AND GENERAL MERCHANDISE

Centrally located for the jobbing trade

Carload or less carload shipments direct to Warehouse and delivered from inventory to all points at flat rates.

Efficient Service.

Motor Service.

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Over 32 Years in Present Location

Consign your Brooklyn and Long Island shipments to us. Convenient to all terminals.

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LONG DISTANCE MOVING OUR SPECIALTY
FLEET OF PIERCE ARROW TRUCKS

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PROMPTLY FORWARDED

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Crating, packing and shipping of Furniture and Household Goods, Pianos, China, Bric-a-Brac by experienced men.

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Nineteenth Street Storage Warehouse

Incorporated

Nineteenth St. and Eighth Ave.
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Storage for Household Goods
and Merchandise, Packing and
Shipping, Motor Vans.

We are convenient to all railroads at Bush Terminal Station for deliveries to Bay Ridge, South Brooklyn, Flatbush and Prospect Park Sections. Consignments to these points can be handled economically by us.

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Fireproof Branch: 356-360 Coney Island Ave.

Send your shipments to Brooklyn in my care.
Both your customers and yourself will receive
prompt, careful and courteous attention.

Storage, Moving, Packing and
Shipping of Household Goods.

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and Storage of Household Goods

N. Y. F. W. A.

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STORAGE & CARTING COMPANY**
STORAGE, TRANSFER AND
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Warehouse on New York Central Tracks

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MOVING—PACKING—STORING—SHIPPING
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Everything in the Line of Moving,
Carting, Packing, Storage

OFFICE: 204 TERRACE STREET

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—AND DETROIT

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FOR BUFFALO SHIPMENTS OF
HOUSEHOLD GOODS
OR MERCHANDISE

We have the facilities, equipment and
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SERVICE

We handle pool car shipments of household goods or merchandise,
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Private side track on Erie Railroad

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Queens Borough Consignments—serving principally Woodside, Winfield,
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Consign all l. c. l. shipments and c. l. shipments to the different
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DISTRIBUTING AND WAREHOUSING

Best Warehouse in the Southern Tier.
Low insurance.

Reference: Second National Bank,
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and many mercantile houses.

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Elmira, N. Y.

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BEST DISTRIBUTING POINT
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Three Warehouses, 75,000 square feet
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Free switching privileges, D., L. & W.,
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Switch enters building; can load and
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General Merchandise and Storage. For-
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Competent help in office and warehouse.
We can be used as a branch house at no
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Our Service Extends to **Household Goods**
Arverne **Shipments**
Rockaway Beach **Exclusively**
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Cedarhurst
Woodmere
Lynbrook
Hewlett
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N. F. W. A.
Van Owners' Assoc.
of Greater N. Y.

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**Blackham Storage & Trucking Co.
INC.**

We do a general storage, moving, carting
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Long Island. Try our service, you'll like it.

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Forest Hills Storage Warehouse

Austin & Herrick Sts.

STORAGE SHIPPING OF
HOUSEHOLD GOODS EXCLUSIVELY

Forest Hills, Elmhurst, Kew, Richmond Hill and Jamaica

JAMAICA, L. I., N. Y.

Send Your Long Island Shipments
To

Jamaica Storage Warehouse

166-11 Jamaica Ave.
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WRAPPING
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CRATING
SHIPPING

Adjacent to Biggest Railroad Terminal on Long Island

WE RENDER PROMPT SERVICE

Member: N. F. W. A.

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Our Service
extends to

MOUNT VERNON
BRONXVILLE
PELHAM MANOR
SCARSDALE
NEW ROCHELLE
WHITE PLAINS

or any other
point in
Westchester County

Consign Shipments to Mt. Vernon,
New York Central and New York,
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New York State Warehousemen's Ass'n.

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LOWEST INSURANCE RATES IN NEW YORK.

MOST CENTRAL LOCATION IN NEW YORK.
SERVICE, PROMPT AND EFFICIENT.

B. & O. R.R. TRACKS RUN INTO WAREHOUSES.
CONCRETE BUILDING, NEW, CLEAN, ESPECIALLY
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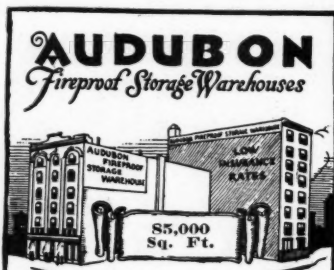
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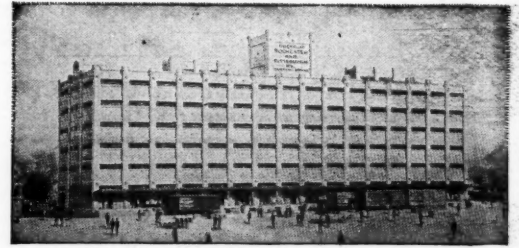
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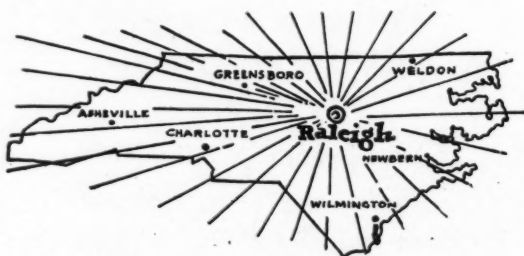


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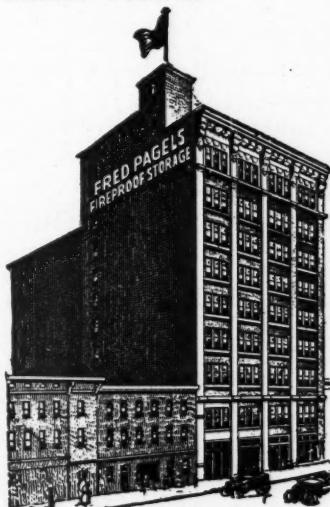
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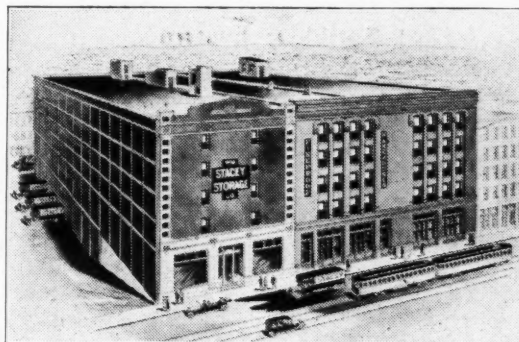
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Pool Cars for Distribution
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LOW INSURANCE RATES
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French, Winter and Fall Streets
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Mercantile Storage and General Trucking

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Horlick's Malted Milk

Read DISTRIBUTION & WAREHOUSING
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MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

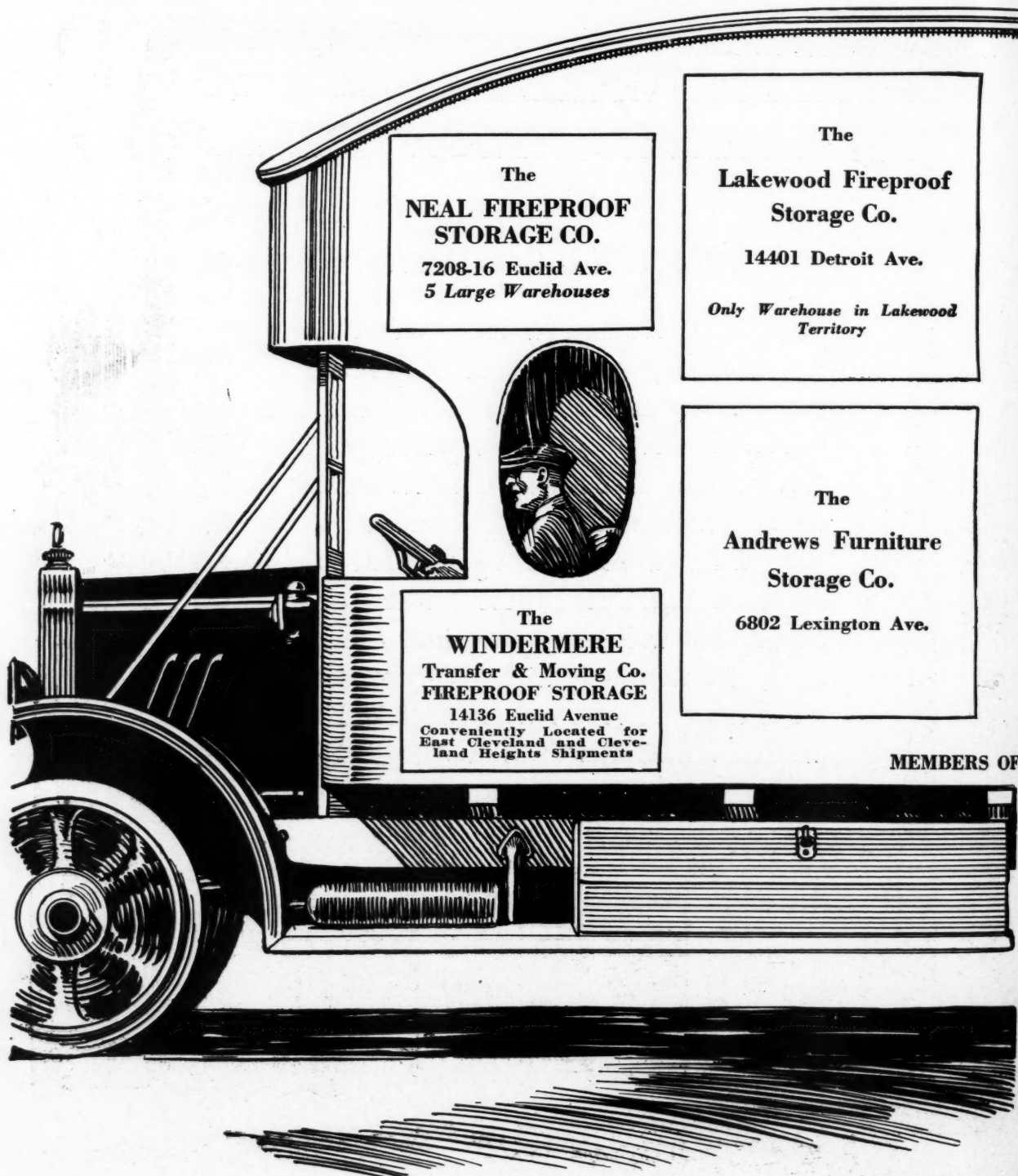
Announcement

THE Cleveland Warehousemen sharing these three pages are notable among the furniture warehouses of Cleveland for a superiority of service that is equalled in few other cities. No matter what particular feature of furniture handling is called for by your customer, these houses can supply it. When shipping into Cleveland, get in touch with A MEMBER OF THE CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION.



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Fireproof Storage
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The
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Established 1905

The
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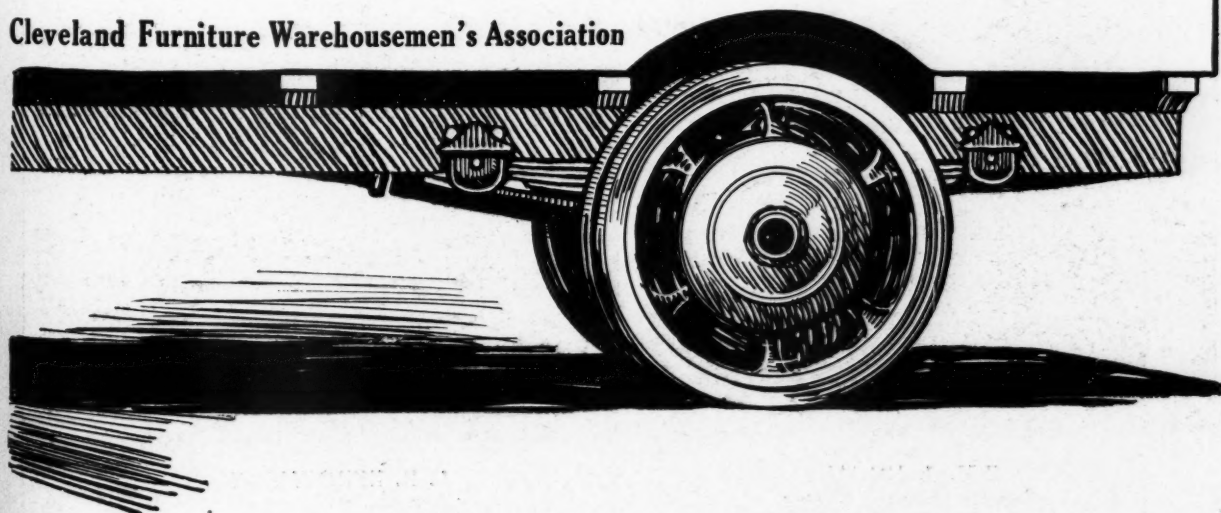
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W. R. Thomas, Vice-President
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1838-40 East 55th St.

Cleveland Furniture Warehousemen's Association



CLEVELAND, OHIO

The Ninth Street Terminal Warehouse Company

1200 West 9th St., Cleveland, Ohio

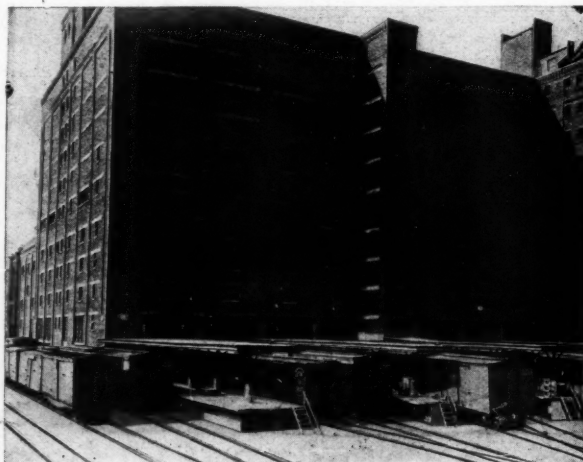


OHIO'S LARGEST WAREHOUSE

3,500,000 Cubic Feet GENERAL STORAGE

1,500,000 Cubic Feet COLD STORAGE

We have a 63-car railroad track capacity.
 We have a new fireproof, sprinklered building.
 We are centrally located in the down-town district.
 We have storage-in-transit privileges.
 The Big Four Railroad has its office and freight house with us.
 We have free switching from all other railroads.
 We do a merchandising, distributing and pool car business.
 We have offices available for brokers, manufacturers' agents or branch managers.
 Wholesalers and manufacturers store with us.
 We have low insurance rates.



WM. J. HOGAN
President and Gen'l Manager



A. B. EFROYMSON
General Superintendent

COLUMBUS, OHIO

The W. Lee Cotter Warehouse Co.

Operating the
COLUMBUS
TERMINAL WAREHOUSES
(seven of them)

**FIREPROOF AND
NON-FIREPROOF**

**MERCHANDISE STORAGE
AND DISTRIBUTION**



*Save 35% to 50% by
shipping in car lots*

COLUMBUS, OHIO

Safety First

The Fireproof Warehouse & Storage Company

1018-30 North High Street
Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

DAYTON, OHIO

THE LINCOLN STORAGE CO.

"Fireproof"

Big 4 Private Siding Member N. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President and General Manager

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

LAKEWOOD, OHIO

THE Lakewood Fireproof Storage Co.

14401 Detroit Ave.

LAKEWOOD

OHIO

CLEVELAND

We solicit your shipments to
Lakewood and west side of Cleveland.

LIMA, OHIO

POOL CAR DISTRIBUTORS

EAGY TRUCK AND STORAGE

320-322 NORTH CENTRAL AVENUE

General Trucking, Rigging, Long Distance Moving,
Storage and Vans

PHONE MAIN 2548

LIMA, OHIO

MANSFIELD, OHIO

The Cotter Transfer & Storage Co.

Operating Five Fireproof
and Non-Fireproof Warehouses

in

MANSFIELD, OHIO

THE TRUNK-LINE CITY

*Furniture and Merchandise Storage
and Distribution*

**Motor Trucks
Heavy Hauling**



The Men Who Distribute

Scott's Emulsion

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

MARION, OHIO

MERCHANTS Transfer Company

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

TOLEDO, OHIO

"Ship to Toledo and Consign to Depenthal"

We are specialists in furniture packing, local and long distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the B. & O.

Member of National Furniture Warehousemen's Association.



Depenthal Truck & Storage Co.

Main Office

108 Summit Street, Toledo, Ohio

SPRINGFIELD, OHIO

The Citizens Transfer and Storage Co.

LOWRY AVE. AND BIG FOUR R. R.

Storage of Merchandise and Household Goods

Forwarders and Distributors

Motor Truck Service

W. A. HANCE

Private siding on C. C. C. St. L. R. R.

W. P. BYERMAN

TOLEDO, OHIO

THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members:

The National Furniture Warehousemen's Ass'n
American Warehouse Association

SPRINGFIELD, OHIO.

Bill All Shipments for Springfield, O.

to

WAGNER

FIREPROOF STORAGE & TRUCK CO.

We Give You SERVICE

Siding on Pennsylvania Lines. Complete facilities for distribution of Pool Car Shipments.

Moving—Packing—Shipping.
Storing of Household Goods and Merchandise.

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

Let "RATHBUN" Do It

THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and Merchandise

Members Nat'l F. W. Asso.

TOLEDO, OHIO

THE TOLEDO MERCHANTS' DELIVERY COMPANY

215 SO. ST. CLAIR ST

AUTO SERVICE—FIREPROOF STORAGE

Local and long distance hauling

Household Goods and Automobiles Moved, Packed, Shipped and Stored. Safes, Boilers, Machinery and Smokestacks Moved.

100% SERVICE

Reference: Second National Bank, or any bank in Toledo

TOLEDO, OHIO

DREW DOES IT

H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage.
Moving, Packing, Crating and Shipping

439 Huron St., Toledo, Ohio

TOLEDO, OHIO

The Toledo Terminal Warehouse Co.

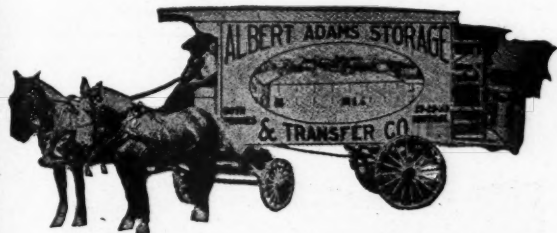
928-930 GEORGE STREET

TOLEDO, OHIO

STORAGE OF MERCHANDISE

Special Attention to Pool Car Distribution

ZANESVILLE, OHIO

**ALBERT ADAMS
STORAGE AND TRANSFER CO.**
25-29-33 Ninth St.Merchandise and Household Goods
Manufacturers' Distributors Carload Distribution
50,000 Square Feet of Floor Space

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN
Hauling, Storing and Shipping
Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse
Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

CLINTON, OKLA.

CHURCH WAREHOUSE & TRANSFER CO., Clinton, Okla.
DISTRIBUTORS FOR WESTERN OKLAHOMA

Junction point St. L. & S. F., C. R. I. & P., K. C. M. & O., C. & O. W. Railroads.

Only Brick Warehouse in Western Oklahoma

Storage and distribution of Merchandise and Pool Cars given special attention.

Member American Warehousemen's Association

TULSA, OKLA.

Tulsa Storage & Transfer Co.

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

MUSKOGEE, OKLA.

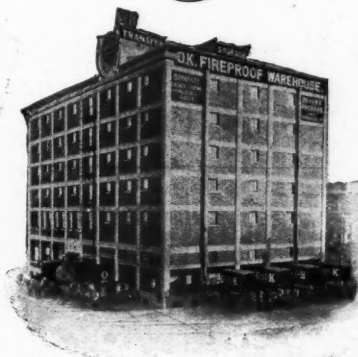
Muskogee Transfer & Storage Co.

2—Fireproof Warehouses

Merchandise and Household Goods
Stored—Pool Cars Distributed

Railroad Siding.

OKLAHOMA CITY, OKLA.

WEICKER**O.K. TRANSFER & STORAGE CO.**
A. C. WEICKER, President**General Warehousing and Distribution**

Members—Central Warehousemen's Club, American Chain Warehouses, American Warehousemen's Ass'n, National Furniture Warehousemen's Ass'n.

Write for freight tariff to all points in Oklahoma City territory.

PORTLAND, ORE.

**General Warehousing
Storage-Distribution
Portland
Oregon***Logical distributing point
of the
Pacific Northwest Territory*

PORTLAND, ORE.

B E K I N S
FIREPROOF STORAGE

Distributors

Northwest Shipments Promptly Handled

PORTLAND, ORE.
Sixteenth and Sandy Blvd.SEATTLE, WASH.
Madison at Twelfth

PORTLAND, ORE.

G. W. CUMMINGS
PresidentJ. H. CUMMINGS
Secretary**Northwestern Transfer Co.**Incorporated 1888
STORAGE - DISTRIBUTION - HAULING
Free Trackage All Railroads
We Make a Specialty of Distributing Pool Cars
Office, 64 Front Street

PORTLAND, ORE.

Oregon Auto Despatch

Established 1904

DRAYAGE AND STORAGE

Distribution Cars a Specialty

30,000 Feet Warehouse Space

Financial Responsibility

Complete Equipment

Office and Warehouse:
200 NORTH 13th STREET

PORTLAND, ORE.

Mr. Traffic Manager:

There is a pivotal point below which it is more economical to use a Public Warehouse than to have your own warehouse; to have two or more distributing centers for a certain territory than to depend upon one only.

Generally speaking, the Pacific Coast has at least two distributing centers. PORTLAND is the economical one for the Pacific Northwest. We have 255,000 square feet of warehouse space in four (4) warehouses on terminal tracks and up-to-date distributing equipment; or we make distribution direct from cars.

OREGON TRANSFER COMPANY

474 GLISAN ST.

PORTLAND

OREGON

ALLENTOWN, PA.

Hummel Warehouse Company

728-40 N. 15th Street

Pool Car Distribution and Forwarding.

Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

BETHLEHEM, PA.

ALLENTOWN, PA.

F. G. LAZARUS
20th Century Storage

Moving, Storing, Packing, Crating, Shipping
 of Household Goods Only

Direct R. R. Siding Lehigh Valley, C. R. R. of N. J.

CHESTER, PA.

Headley's
Express & Storage Co., Inc.

General Storage

Merchandise and Household Goods

Moving, Packing and Shipping

ERIE, PA.

ERIE**STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,
 I.F.W.A., N.Y. F.W.A.,
 Am. Chain &
 Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

ERIE, PA.

ERIE WAREHOUSE COMPANY

A Complete and Efficient Service

Mercantile Storage

Pool Car Distribution

CENTRAL LOCATION

AMPLE WAREHOUSE AND

TEAM TRACKAGE

OUR OWN MOTOR TRUCK FLEET

ERIE, PA.

LAKE AND RAIL

Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.



Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.

Fort Erie Warehouses & Docks
Erie, Pa.

J. M. Dunkle, Resident Manager

HARRISBURG, PA.

MONTGOMERY & CO.

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

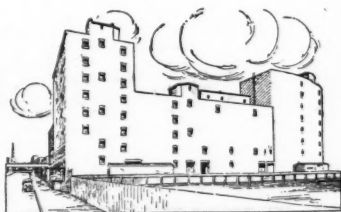
Pool Car Distribution

Members A. W. A. and American Chain of Warehouses

HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.

P. R. R. Sidings.

HARRISBURG, PA.

HARRISBURG, PA.

The Heart of Distribution



Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

Keystone Warehouse

Harrisburg, Pa.

W. C. Wirth, Resident Manager

LANCASTER, PA.

KEYSTONE STORAGE COMPANY

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

OIL CITY, PA.

CARNAHAN**TRANSFER & STORAGE COMPANY**

R. C. LAY, Proprietor

Piano Moving a Specialty

Distributing and Forwarding Agents; Packing
Fireproof Warehouse

PHILADELPHIA, PA.

American Storage & Express Co.

215 South Tenth Street, Philadelphia, Pa.

Storage—Moving—Packing

Shipping

Auto Service

Storage

For General Merchandise

Heavy Machinery

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

PHILADELPHIA, PA.

WHERE SERVICE SURROUNDS AND SAFETY ABOUNDS



North Philadelphia Storage Co.

2033 Lehigh Ave.

PHILADELPHIA, PA.

Penn Storage & Van Co.

2136 MARKET STREET

PHILADELPHIA, PA.

Philadelphia

LOCAL EXPRESS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

The Men Who Distribute

California Raisins

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PHILADELPHIA, PA.

MERCHANDISE STORAGE

International Warehouse & Distributing Co., Inc.

Delaware Ave., Swanson and Queen Sts.

Over twenty years at the same place.

References: First National Bank; Mutual Trust Co.

Pool Cars a specialty. Lowest rates. Finest storage accommodations in the city. Big fleet of motor vans for prompt and efficient execution of distribution requirements. No order too large or too small for our modern complete plant and equipment.

Penna. R. R. Siding. Adjacent to all leading steamship lines and wharves. Consign shipment to yourself, "c/o this company via P. R. R., Washington Ave. Wharf, private siding."

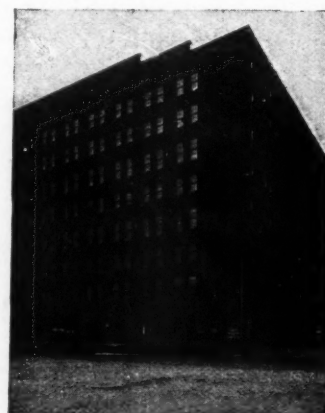
PHILADELPHIA, PA.



Columbia Avenue Warehouse
1511-1519
Household Goods Exclusively
Motor Equipment
Moving—Packing—Shipping

TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and
Delaware Avenue
PHILADELPHIA



Delaware Ave. and Green St.
Warehouse
Water Front
Pool Car Shipments
Manufacturers' Distributing

**9 Warehouses—16 Acres of Floor Space—Trackage Facilities
for 17 Cars**

Large Organization.

Competent Office Warehouse Staff

Members American Warehousemen's Association—American Chain of Warehouses

PHILADELPHIA, PA.

Established 1903

MANUFACTURERS'
DISTRIBUTORSDirect delivery service throughout Philadelphia
and Camden :: :: Correspondence solicited

Address

Office—5th and Byron Streets
CAMDEN, N. J.

PITTSBURGH, PA.

Duquesne's Offer:
Certain Satisfaction

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

Duquesne Warehouse Co.
Pittsburg, Pa.

H. A. Bietenduefel, Superintendent.



PITTSBURGH, PA.

BELMAR

MOVING & STORAGE CO.

OFFICE AND WAREHOUSE
Homewood Ave. and P. R. R.
Pittsburgh, Pa.

We pay commission on all work secured through our correspondents and guarantee satisfaction to your customers.

PITTSBURGH, PA.

In

PITTSBURGH

It's

BLANK'S
Transfer & Storage Co.

Since 1880

MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PITTSBURGH, PA.

SERVICE TO THE
CORRESPONDENT

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty
Station. (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN
STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

HASLEY BROTHERS
TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

Interstate Trucking Company

2614-2618 Smallman St. 1, 2, 3½ and 5 ton trucks
GENERAL HAULING ON HOURLY OR TONNAGE BASIS
Carload Freight and Long Distance Hauling
Experienced Men—Good Equipment Call on Us—Save Time and Money
Trucking Agents for
Pennsylvania Transfer and Storage Company

PITTSBURGH, PA.

MURDOCH**STORAGE & TRANSFER COMPANY**

General Office, and Warehouses

**546 NEVILLE STREET
PITTSBURGH, PA.**

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

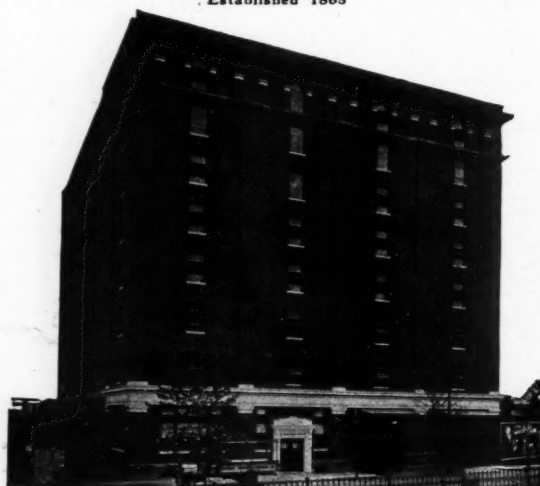
**J. O'NEIL TRANSFER
AND STORAGE****N. S. PITTSBURGH, PENNA.**Furniture and Piano Moving a Specialty
General Hauling**NEW FIREPROOF STORAGE HOUSE**

Separate Rooms

PITTSBURGH, PA.

**SHANAHAN
Transfer & Storage Company**

Established 1865

CONSIGN PITTSBURGH SHIPMENTS
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY
ALL SEPARATE APARTMENTS**5th Ave. at McKee Place, PITTSBURGH, PA.**
Center of City

PITTSBURGH, PA.

WEBER**EXPRESS & STORAGE COMPANY**

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

READING, PA.

Columbian Warehouse CompanyStorage, New Merchandise Exclusively.
Modern Building, Lowest Insurance Rates.
S. W. Cor. 5th & Laurel Sts.

SCRANTON, PA.

Local & Long Distance Hauling
Manufacturers' Distributors—
Carload Distributions
R. F. POST ESTATE

SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best" (Rotary)

The Quackenbush Warehouse Co.

Incorporated

Storing, Packing, Carting.

Shipping, R.R. Siding, Manufacturers' Distributors.

Correspondence Solicited

Members A. W. A. and A. C. W.

Scranton, Pa.

Storage in transit privilege accorded.

WILKES-BARRE, PA.

"Same Day Service"**MERCHANTS WAREHOUSING
COMPANY**

OF

Wilkes-Barre, Penna.Warehousing, Transferring and Forwarding.
Fireproof Warehouses and Competent Staff.
Merchandise Storage and Pool cars checked.
Located in the Hub of the wholesale district.
Trackage facilities for 10 cars on L. V. and C. R. R. of
N. J. sidings.
Directly opposite Pennsylvania, Lehigh Valley, C. R. R. of
N. J., D. & H. freight stations.
Manufacturers' Distributors with facilities to handle large
consignments.

Offices: 150-156 E. Northampton Street

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service

Milling-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

PROVIDENCE, R. I.

TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

Allen Avenue, Foot of Oxford Street on Providence River
PROVIDENCE, RHODE ISLAND, U. S. A.

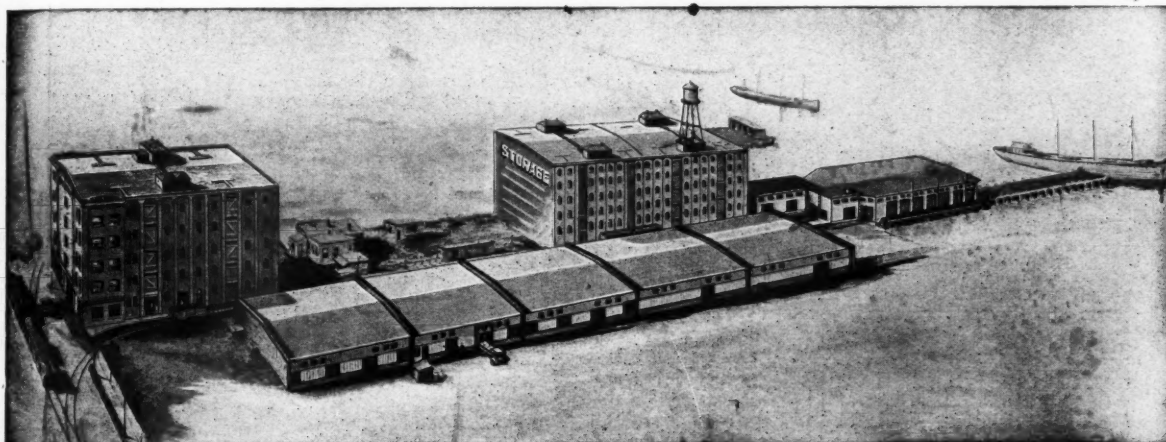
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.
 Treasurer & General Mgr.

WM. A. MILLSPAUGH
 Secretary

H. E. LEAVER
 Superintendent



PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

BROADWAY STORAGE CO.

Packing and Merchandise Distributors

Merrill & Federal Streets, Providence, R. I.

ABERDEEN, S. D.

Aberdeen Storage Company

Aberdeen, S. D.

Storage and Distributors

Pool Cars Solicited

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES

Household Furniture and Pianos

Packing, Crating and Shipping.

62 to 70 Dudley Street.

WATERTOWN, S. D.

FIREPROOF

BONDED

DAKOTA WAREHOUSE CO.

Merchandise Storage and Distribution

Private Siding Pool cars solicited

Motor Trucks

CHARLESTON, S. C.

CHARLESTON
Warehouse & Forwarding Co.
CHARLESTON, S. C.

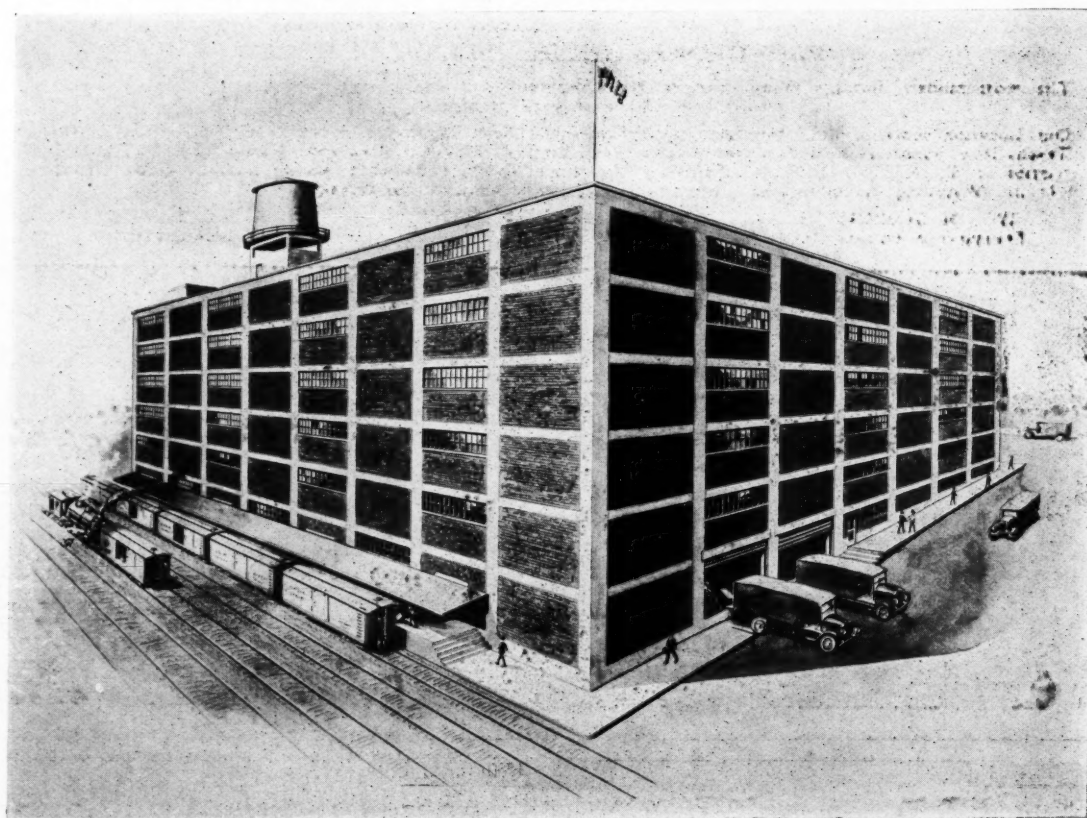
New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars. Private tracks connecting with A.C.L., Southern, C.&W.C. and S.A.L. Rys. and all steamship lines.

Pick Your
Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

KNOXVILLE, TENN.



KNOXVILLE FIREPROOF STORAGE CO.

612 E. Depot St.

KNOXVILLE, TENNESSEE

Only Fireproof Warehouse In Knoxville

Population within fifty miles of Knoxville is
450,000—one hundred miles of Knoxville,
1,560,000, and two hundred miles, 7,590,000.

New Building—Six Stories
130,000 Square Feet

Located on
Southern R. R. Tracks

We Have a Household Goods Dept.
Motor Van Service

PROMPT and EFFICIENT SERVICE

KNOXVILLE, TENN.

C. C. SULLINS, Sales Agent
Warehousing, Distributing and Selling
POOL CARS A SPECIALTY
KNOXVILLE, TENNESSEE
 Branch at 514 Scott Street, Bristol, Tenn.

The Men Who Distribute
Winchester Arms and Ammunition
 Read **DISTRIBUTION & WAREHOUSING**
 and consult the Shippers' Index

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;
 One word won't tell them what you are, you've got to keep on talking;
 One inch won't make you tall, you've got to keep on growing;
 One little "ad" won't do it all, you've got to keep 'em going.

*Sent to DISTRIBUTION & WAREHOUSING
 by George S. Lovejoy, Vice-President of the
 American Warehousemen's Association.*

CHATTANOOGA, TENN.**CHATTANOOGA**

Warehouse & Cold Storage Company

Chattanooga, Tennessee

MEMBERS: A. W. A. AND AMERICAN CHAIN

Cold and General Storage

**GENERAL MERCHANDISE AND HOUSEHOLD
 GOODS**

PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

Fireproof Building. On Tracks N. C. & ST. L. and
 W. & A. Railroads Within One Block of All Freight
 Depots

Consign Your Goods in Our Care

CHATTANOOGA, TENN.

**THE CHATTANOOGA
 TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture

Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

MEMPHIS, TENN.

The South's Logical Distributing Point

S R F
T E O
T H R
O A W
R A N
A D R
A G L
D I N
G G



M A
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R T
C O
H M
A O
N B
D I
L
S E
S
P O O L
C A R S

CONCRETE WAREHOUSES SPRINKLERED—TRUCKAGE FACILITIES 500 CARS

**TEN RAILROADS
 LOWEST RATES**

SERVED BY

**FEDERAL BARGE LINE
 UNEXCELLED SERVICE**

WE SERVE TO SATISFY

Member American Warehousemen's Assn.

For 16 Years the World's Largest Cotton Warehouse Operators

MEMPHIS TERMINAL CORPORATION

General Offices: 15th Floor, Central Bank Bldg., Memphis, Tenn.

NASHVILLE, TENN.

E. M. BOND
FIREPROOF STORAGE CO.
 HOUSEHOLD GOODS AND MERCHANDISE
 Modern Fireproof Building
 Private Siding With All Rail Connections.

AUSTIN, TEXAS

RIPS TRANSFER AND
STORAGE CO.
 Moving, Packing, Shipping, Storing
 Bonded Warehouse with Lowest Insurance Rate in the City
 GENERAL WAREHOUSING AND DISTRIBUTION

BEAUMONT, TEXAS

**The Heisig Storage
 Company**
BONDED
 BEAUMONT, TEXAS

Brick building well ventilated and equipped with
 Automatic Fire Sprinklers. STORAGE, FOR-
 WARDING and DISTRIBUTING.

DALLAS, TEXAS

**Dallas Storage &
 Warehouse Co.**

Send your Dallas shipments in
 our care.

We will protect your interests
 and satisfy your customer.

We give special attention to
 pool car distribution and solid
 car consignments.

60,000 square feet of fireproof
 storage space.

Motor trucks and team equip-
 ment.

Private siding for all railroad
 connections.

**"We Help Ourselves by Helping
 Others"**

DALLAS, TEXAS

CARLOAD DISTRIBUTION & STORAGE

Merchandise and Household Goods

**The Inter-State
 Forwarding Co.**

Cor. Elm & Jefferson St.
 The Center of the Wholesale District

120,000 Sq. Ft.
 on T. & P. R. R. Capacity Unloading 12
 Cars Per Day.

Maintains an organization for service in all
 branches of Warehousing and Distribution

W. I. FORD and R. E. EAGON
 Associate Managers

DALHART, TEXAS

A Good Distributing Point

because it is centrally located between Denver, Kansas
 City, Dallas and El Paso. Every accommodation ware-
 houses can offer. We specialize on parcels post ship-
 ments, to 700 postoffices reaching half a million buyers
 within the second zone.

Ask us for particulars.

Tri-State Distributing Co., Dalhart, Tex.

EL PASO, TEXAS

R. L. Daniel Storage Co.
Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of
 household goods. Consign your goods to us for proper attention.
 Member, National Furniture Warehousemen's Assn.

EL PASO, TEXAS

El Paso Fireproof Storage Co., Inc.
 ESTABLISHED 1911
 75,000 Sq. Ft.—Fireproof—Bonded
STORAGE and DISTRIBUTION
 Merchandise and Household Goods
 Our Warehouse is in the Center of the Jobbing and Business District
 "Service Guaranteed"
 Two Blocks East of Post Office
Campbell and Mills Sts. El Paso, Texas
 Members of the National Furniture Warehousemen's Association

THE PURCHASING POWER

of the field covered by

Distribution and Warehousing

is that of an industry with a
 total investment of more than
\$1,000,000,000.00

EL PASO, TEXAS

60,000 Sq. Ft. Absolutely Fireproof Space for Merchandise Only

Twelve Other Warehouses for Household Goods, Etc.

Receiving
Storage
and
Distribution
of
Merchandise

Packing
Crating
Shipping
of
Household
Goods

Make Our Warehouse Your Branch House

BECAUSE

NO SWITCHING CHARGES

WE ARE BANKERS OF MERCHANDISE

WE HAVE THE LOWEST INSURANCE RATES IN EL PASO

WE HAVE A THOROUGH WAREHOUSE ORGANIZATION

WE GIVE ALL SHIPMENTS OUR PROMPT AND CAREFUL ATTENTION

EL PASO IS THE METROPOLIS OF THE GREAT SOUTHWEST AND THE GATEWAY TO MEXICO

INTERNATIONAL WAREHOUSE CO.

Member of Central Warehousemen's Club; also N. F. W. A. & A. W. A.; also Texas

GALVESTON, TEXAS**AMERICAN WAREHOUSE COMPANY**

Merchandise Warehousing
Pool Car Distribution

The KEY to the
GREAT SOUTHWESTERN MARKET

Eastern Freight Agent, Foot of Conover St., Brooklyn, N. Y.
Tel. Henry 3385

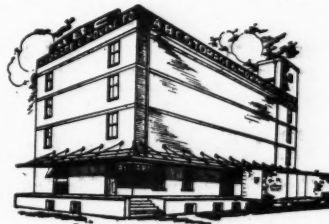
GALVESTON, TEXAS**The WILEY & NICHOLLS CO.**

GALVESTON, TEXAS

**TRANSFER AND FIRE-PROOF
WAREHOUSES**

Pool Car Distributors

Forwarders

HOUSTON, TEXAS**A·B·C· STORAGE AND
MOVING CO., Inc.**

Right in the
Center
of
Houston

Ideal for the
DISTRIBUTION
of
MERCHANDISE

"It's Fireproof"
Houston, Texas

Edw. T. Keough, Gen. Mgr.

FORT WORTH, TEXAS

In
**Fort Worth It's
BINYON-O'KEEFE**

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



three
mammoth
warehouses
250,000 sq ft
storage
space



BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

**HOUSTON, TEXAS**

IN
HOUSTON

WESTHEIMER'S

**FOR MERCANTILE STORAGE
DISTRIBUTION**

**FIREPROOF WAREHOUSES
RAIL FACILITIES—20 CARS
ELECTRIC CRANE
YARD STORAGE**

Investment—\$300,000.00

References

Dun or Bradstreet Agency
All Local Banks
And Best of All
Forty Years in Houston

WESTHEIMER WAREHOUSE COMPANY
HOUSTON, TEXAS

HOUSTON, TEXAS

U N I O N**TRANSFER & STORAGE CO.**

Successors to

Binyon O'Keefe Fireproof Storage Co.

Pool Cars Distributed

MERCHANDISE STORAGE**FIREPROOF WAREHOUSE****SERVICE THAT COUNTS**

SAN ANTONIO, TEXAS

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

**OFFICIAL DISTRIBUTORS
MERCHANTS' TRANSFER CO.**

SAFETY

COURTESY

SERVICE

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.

Distributors Pool Cars for Texas and Mexico

Storage and Forwarding

Bonded Fireproof, Reliable, Dependable Service

SAN ANTONIO, TEXAS

**Two Large Fireproof Warehouses**With Lowest Insurance Rates
Capacity 1,250,000 cu. ft.

Members four leading associations.

GENERAL WAREHOUSING AND DISTRIBUTIONWrite for freight tariff to all
points in San Antonio territory.**SCOBEY FIREPROOF STORAGE COMPANY**
San Antonio, Texas

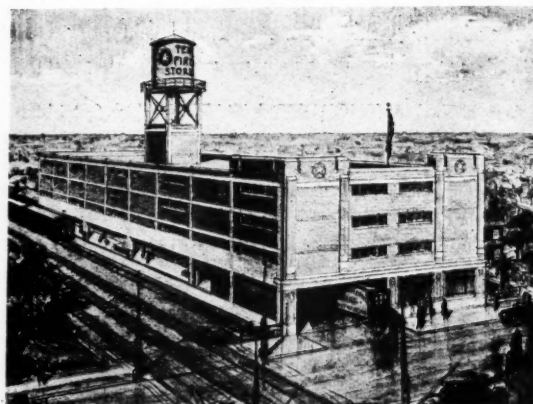
TEXARKANA, TEXAS

HUNTER TRANSFER CO.
TEXARKANA, ARK.Established 1882
DISTRIBUTOR OF**POOL CARS
TRUCKING****STORAGE
MOVING**

TYLER, TEXAS

Tyler Warehouse and Storage Company
Bonded under the Laws of TexasGeneral Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

WACO, TEXAS

**DISTRIBUTE FROM WACO
TRADE CENTER OF TEXAS****Texas Fireproof Storage Company**50,000 square feet of storage space. Only fire-
proof storage warehouse in the city.Trackage on Cotton Belt, Santa Fe, I. & G. N.
Ten-car capacity private siding. Lowest insurance
rate in territory.Operates **TEXAS TRANSFER COMPANY**

Members: Central Warehousemen's Club, Texas Assn.

WACO, TEXAS

The Heart of Texas

**Weatherred Transfer and
Storage Co., Inc.**

One Block on Mary at 13th St.

FIREPROOF STORAGEPrivate sidings with ten car capacity, trackage on I. & G. N., G. C.
& S. F. and St. L. and S. W. Rys.

The Oldest Distribution Warehouse in Central Texas.

Members A. W. A., N. F. W. A., Am. Chain, C. W. C.,
Tex. W. & T. Assn.Equipped to give the very best service on Storing and Distributing
Merchandise.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution
Over 1,000,000 Cubic Feet Re-enforced Concrete,
Sprinklered Space

Insurance Rate Only 18 Cents

Jennings-Cornwall Warehouse Co.

NORFOLK, VA.

We Store—Forward—Reconsign
Modern Fireproof Storage Facilities

Jones & Company, Inc.

GENERAL OFFICES:

317-318-319-320-321 National Bank of Commerce Bldg.
NORFOLK, VA.

**PETERSBURG, VA.
HOPEWELL, VA.**

SOUTHERN
BONDED WAREHOUSE

Distributors—Fireproof Storage

RICHMOND, VA.

Virginia Bonded Warehouse Corporation
1707 East Cary St.

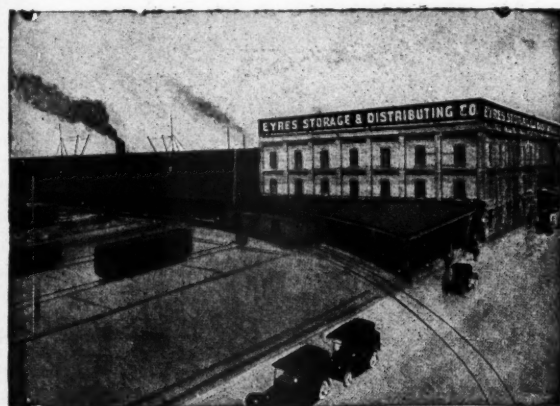
Distribution and Forwarding of General Merchandise
Only

Largest Warehouses in South, Southern R.R. Siding.

Members: American Warehousemen's Association

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EYRES STORAGE and DISTRIBUTING CO.



Established 1889
Incorporated 1904
Free & Bonded

Warehouses
Seattle, Wash.

GENERAL MERCHANDISE STORAGE
MACHINERY STORAGE

HOUSEHOLD GOODS STORAGE
POOL CAR DISTRIBUTIONS

OPERATING 30 TEAMS, 24 AUTOS
SERVICE OUR MOTTO

**SEATTLE, WASH.**

B E K I N S
FIREPROOF STORAGE

Distributors

Northwest Shipments Promptly Handled

SEATTLE, WASH.

Madison at Twelfth

PORTLAND, ORE.

Sixteenth and Sandy Blvd.

SEATTLE, WASH.

FALES WAREHOUSE

1018-1020 Fourth Ave. South

General Storage—Distribution—
Household Goods

We own our own property—investment \$150,000.00—
75,000 square feet floor space—30c insurance rate—
trackage—central business location—Class A ware-
house—Good offices for brokers—complete and responsi-
ble service including drayage at MODERATE RATES.

SEATTLE, WASH.

TAYLOR  **EDWARDS**
Transfer and Storage Co.

Members:

American Warehousemen's Asso. Central Warehousemen's Club

Merchandise Distributors

DISTRIBUTION CARS
Delivered, Forwarded or
Stored.

No Switching cg. on
Carloads.

POOL CARS
Furniture Packed, Shipped
or Stored.

Established 1905

FIREPROOF STORAGE

SEATTLE

LOW INSURANCE

WASHINGTON

SEATTLE, WASH.

UNITED WAREHOUSE CO.
SEATTLE, WASH.

Established 1895

GENERAL STORAGE AND DISTRIBUTING

U. S. CUSTOMS BONDED STORAGE

RAIL CONNECTION WITH ALL ROADS

TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods
Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business

TACOMA, WASH.

**PACIFIC STORAGE and
TRANSFER CO., Inc.**

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture



SEND YOUR POOL CARS IN OUR CARE
Auto. Truck and Transfer Service

N. P. RY. SIDE TRACKS
BROADWAY AND 17th STREET

YAKIMA, WASH.

**MILLER TRANSFER &
STORAGE CO.**

Successors to MILLER & LENINGTON

DISTRIBUTORS and FORWARDERS

PACKERS and SHIPPERS

**TRANSFER—STORAGE
WAREHOUSING**

Bonded and Free Storage

Motor Trucks and Team
Equipment for All and
Every Kind of Hauling

SHIP IN OUR CARE
and let us be "At your
service with best of serv-
ice"

Office: 10 East A Street Sidney Hotel Bldg.
'Phone 571

Warehouse: 228 South 1st Street

Automobile and Truck Storage

CHARLESTON, WEST VA.

Mathews Storage Warehouses

Merchandise Distribution—General Storage
Brick and Concrete Warehouses—Railway Siding

Members: American Warehousemen's Ass'n
Nat'l Furniture Warehousemen's Ass'n
MOTOR TRUCK & TEAM SERVICE

KENOSHA, WIS.

DAVID NELSON

KENOSHA

WISCONSIN

FIREPROOF STORAGE

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET

KENOSHA, WIS.

MADISON, WIS.

**HEICK
TRANSFER & STORAGE CO.**

Madison, Wis.

Private siding; adequate space; best protection;
city and suburban deliveries; geographical loca-
tion ideal for distribution.

Complete service in all departments. As your
agents we handle every detail to finality with
maximum efficiency. Our large investment is
your guarantee of integrity and reliability.

Pool Car Distributors

HEICK
Transfer & Storage Company
Madison, Wisconsin

The Men Who Distribute

Ford Roofing

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

**If Your City Isn't
Represented Here**

Put it on the shippers' map by
inserting your card in this space.

MILWAUKEE, WIS.

HANSEN STORAGE COMPANY

Capital \$1,000,000.00

MILWAUKEE, WISCONSIN

WE CAN SOLVE YOUR PROBLEMS IN
STORAGE AND DISTRIBUTION
OF MERCHANDISE

12 WAREHOUSES—50-CAR SIDE TRACK
850-FOOT DOCK

MEMBER—AMERICAN CHAIN OF WAREHOUSES,
AMERICAN WAREHOUSEMEN'S ASSOCIATION,
CENTRAL WAREHOUSEMEN'S CLUB.

MILWAUKEE, WIS.

**LINCOLN
FIREPROOF WAREHOUSE CO.**

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.
City and Interurban Delivery of Mdse. and Household
Goods. We remit upon receipt of bill of lading.

OSHKOSH, WIS.

OSHKOSH STORAGE CO.

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.
Free switching privileges on all railroads entering Osh-
kosh.
General merchandise and furniture storage.
Forwarding and transferring a specialty.
Competent help in office and warehouse.
We can be used as a branch house at no extra expense.

We are at your service.

REFERENCES:

The Old Commercial National Bank, Oshkosh Savings & Trust Co.,
or any Mercantile House.

EDMONTON, ALTA., CAN.

Western Transfer & Storage, Ltd.

Cartage agents for
Canadian Pacific Ry., Canadian National Ry., E. D. & B. C. Ry., Central
Canada Ry., A. & G. W. Ry.

Cartage Distribution Storage

EDMONTON, ALTA., CANADA

Members of the Canadian Warehousemen's Association.

MILWAUKEE, WIS.

For the Greatest Satisfaction

To both yourselves and your customers
consign your Milwaukee shipments to

**United Fire Proof
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.



Good service
built this
new fire proof
warehouse.

The newest
and best in
Milwaukee.

HAMILTON, CAN.

**CENTRAL DISTRIBUTING
POINT.****HAMILTON
THE
GATEWAY
TO CANADA**

Store and Distribute through

The Glasgow Storage & Cartage Co.

(Established 1887)

(In the Heart of the Wholesale District)

LICENSED CUSTOMS BROKERS AND FORWARDERS

HAMILTON, CANADA

Quickest Delivery—Least Expense

Distribute Canadian Consignments Through

Hamilton Terminal Warehouses Ltd

Hamilton, Ontario, where Freight Rates Break
Private Siding, All Railroad Connections

The Men Who Distribute

Washburn-Crosby Flour

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

TORONTO, CANADA

SPRINKLER
PROTECTEDINSURANCE
RATE 45c.GENERAL MERCHANDISE DISTRIBUTORS
AND WAREHOUSEMEN**STANDARD WAREHOUSING
& MERCANTILE CO., LIMITED**

32 Front St., W. TORONTO L. J. Myers, Mgr.

HONOLULU, HAWAII

When Shipping Goods to
HONOLULU

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

CITY TRANSFER COMPANYCable Address:
LOVERINO, HONOLULU

WINNIPEG, CAN.

INSURANCE 30 CENTS



230 PRINCESS ST. WINNIPEG

The Men Who Distribute

Gulf Lubricants

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;
One word won't tell them what you are, you've got to keep on talking;
One inch won't make you tall, you've got to keep on growing;
One little "ad" won't do it all, *you've got to keep 'em going.*

Sent to **DISTRIBUTION & WAREHOUSING**
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.

THE TOWING MOTOR OF INDUSTRY



At the Cutler Hammer Mfg. Co.

A Story of Reduced Payrolls

From every part of the country we receive letters telling us how it is saving them money.

It can't help doing it

This sturdy, compact and powerful gasoline motor pulls, pushes and shunts all forms of vehicles—with speed and economy. Analysis of your inter-transportation system will show you ways to make the Towmotor a big efficiency factor in your organization.

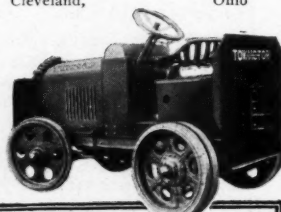
The Towmotor's complete story—testimonial letters and other evidence and in-

formation—is a history of reduced payrolls everywhere.

The superiority of the Towmotor has been proved in service.

Get the story—it's yours for the asking.

THE TOWMOTOR CO.
1226 E. 152nd St.
Cleveland, Ohio



The Towmotor has Made Good
(Industrial Truck)

Nobody Pays for It

Nobody pays for the time and labor saving machine which cuts down the warehouseman's overhead and increases his handling capacity—it pays for itself.

Nobody pays for the motor truck which builds business and increases distribution efficiency—it pays for itself.

Nobody pays for the advertising which cuts down selling cost and puts business on a quantity basis—it pays for itself.

—With credit to Campbell's Current.

General Motors Trucks



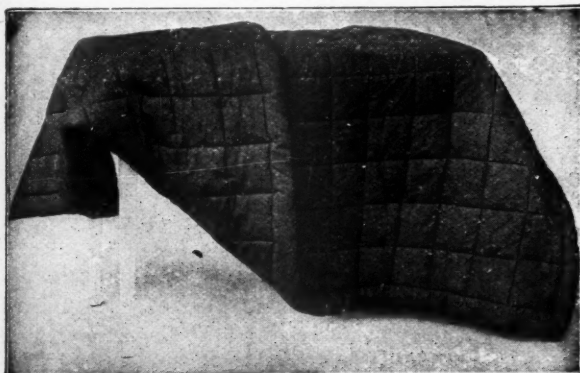
An investigation among warehousemen as to the service GMC trucks are giving reveals facts almost without parallel in the truck industry. Not only are GMC's able to economically handle the overloads that trucks in this business must often carry, but the owner knows from experience that his GMC's "go rolling along" month after month, year after year, with practically no other attention than lubrication. And when new parts are needed, these can be secured at a few hours or often a few minutes notice right in your territory.



GMC chassis list at the factory as follows: 1-ton, \$1205; 2-ton, \$2375; 3½-ton, \$3500; 5-ton, \$3950; tax to be added.

GENERAL MOTORS TRUCK COMPANY

Division of General Motors Corporation
PONTIAC, MICHIGAN
Dealers and service in most communities



Why Take Chances? Use Protecto Pads

Damaged Furniture through careless handling means profits lost and dissatisfied customers

"Protecto" Wagon Pads are made of Extra Heavy Drill Denim, Cotton Filled

NOTE! The pad is stitched in square blocks; this prevents the cotton from bunching.

No. 12. Cut size of cloth 72 x 80. Price, Doz. . \$35.00
No. 14. Cut size of cloth 54 x 72. Price, Doz. . 28.00
No. 16. Cut size of cloth 36 x 72. Price, Doz. . 21.00
Phonograph Covers. Each. 5.25

F. O. B. Chicago. Write or wire your order today.

CHICAGO QUILT MANUFACTURING CO.
1355-57 Roosevelt Road :: :: CHICAGO, ILL.

Are You Paying for Unused Space?

PILE YOUR MERCHANDISE WITH A H-A-N-D-I-L-I-F-T
and make the unused space valuable



This one-man-operated portable tiering machine is the only one that can be converted into a power hoist by simply adding the power unit at any time.

The H-a-n-d-i-l-i-f-t elevates 10 feet and has a capacity of 500 pounds.

This time and labor-saving machine can now be purchased for \$225.00—f. o. b. North Chicago, Ill.

Send for Pamphlet "D" which will tell you about our H-a-n-d-i-l-i-f-t.

STANDARD CONVEYOR COMPANY

General Offices and Plant "Brown-Portable" Products Plant,
North St. Paul, Minn. North Chicago, Illinois
Representatives in all principal cities



**Use White Tar Paper and
White Tar Naphthalene**
In protecting the wares stored with you.

WE MANUFACTURE

**WHITE
TAR**

(Paper (Pine, Tar and
Cedar)
Moth Bags (varied sizes)
Moth Balls, Crystals, Powder
and Blocks
Naphthalene Flakes, Lavender
and Cedar Compound)

WHITE TAR MOTH SPRAY

The White Tar Company
56 VESEY ST., NEW YORK CITY



**Your
New
Ware-
house**

**Economical Design
Efficient Planning**

**Mill, Reinforced Concrete and
Steel Buildings
Warehouses and Factories**

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Member Am. Soc. C. E. Am. Soc. H. & V. E.
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**SEALS
Eliminate
CLAIMS**

Sealed doors are the best evidence
of security—and show the customer
your responsibility.

Sealed trunks and valuable boxes
are proof against all damage
claims.

They are the best advertisers you
can show the satisfied customers.
The large warehouses use them.

The Seal Is Your Protection

E. J. BROOKS & CO.

98-100 Park Place
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Manufacturers of All Styles of Seals and Presses

Excelsior Wrapper Co.

MANUFACTURERS OF

**EXCELSIOR PACKING PADS
BALED EXCELSIOR
WOOD WOOL**

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.

Metropolitan District Served by

Boston Excelsior Co., 560 W. 29th St., New York City

THE SUBSCRIPTION PRICE OF
Distribution & Warehousing
IS

\$2.00 A YEAR

(\$2.50 WEST OF THE MISSISSIPPI)

The Warehouseman who does not find
ideas and suggestions in any one issue
which will make or save him a hundred
times that amount is either ready
for the millennium or is not looking
for opportunities.



**HERE YOU HAVE IT
The 1922 Model
Bradley Stencil Machine**

Graduated Table, Handle Adjustable
to Two Positions, Rapid Stroke
and Other New Features.
Model J. cuts $\frac{3}{4}$ " Letters. Model
K cuts $\frac{1}{2}$ " Letters.

Our GIANT MACHINES Cut $1\frac{1}{4}$ "
and $1\frac{3}{4}$ " Letters for Export Shipments.

Mark Your Shipments Right.
BUY A BRADLEY

Bradley Oil Board and Stencil Papers.
Bradley's Two-in-One Stencil and Marking Ink.
The Bradley Ball Stencil and Marking Pot.
Write for Samples and Prices.

A. J. BRADLEY MFG. CO.

101 BEEKMAN ST.,

NEW YORK

**"Iron Horse" Brand
Furniture
Van Pads**



*Foremost in Quality.
Workmanship and
Strength*

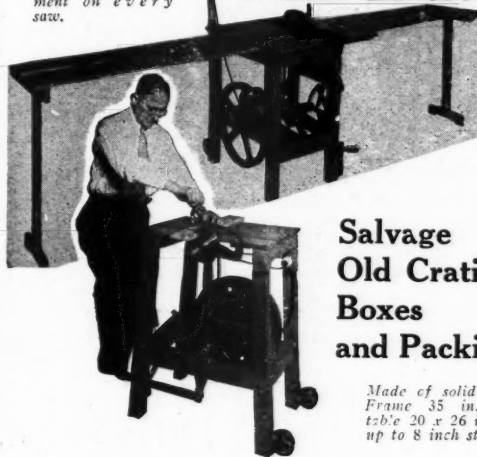
*The Most Economical
From Every Standpoint*

A. L. REACH TEXTILE COMPANY

Office and Factory:
19-21-23 West 18th Street, New York, N. Y.

This shows the saw with the 75 inch extension tables. A nail pulling attachment on every saw.

NEAL HANDY SAW!



Salvage Old Crating Boxes and Packing

Made of solid maple.
Frame 35 in. high,
table 20 x 26 in. Cut
up to 8 inch stock.

The Neal Handy Saw is made for use in packing rooms, warehouses, factory shipping rooms or wherever time saving and clean cutting features are wanted.

It is equipped with a 1/4 hp. motor with an 8 inch cross cut saw, ripping miter, and may be used for grinding and sharp-

ening tools as well as sawing, with a few attachments. The saw can be installed on a power line using three phase motor which will give maximum power. It is always ready for immediate action.

For complete description write to the manufacturer,

NEAL HANDY SAW CO.

7208 Euclid Avenue

Cleveland, Ohio

Movers' Equipment

Piano Trucks, Hoists, Covers, Straps

We make the largest and best line of Piano Trucks in the world.

5 Styles End Trucks

2 Styles Still Trucks

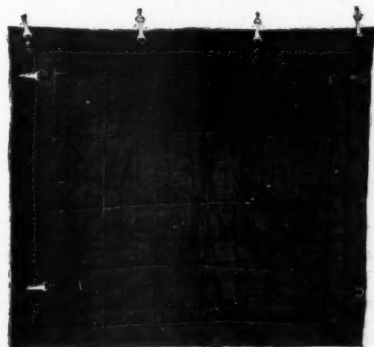
Write for circular and prices.

Manufactured only by

Self Lifting Piano Truck Co.

Findlay, O.

LINER PADS



FOR HANGING { Inside of Van or
Stake Truck

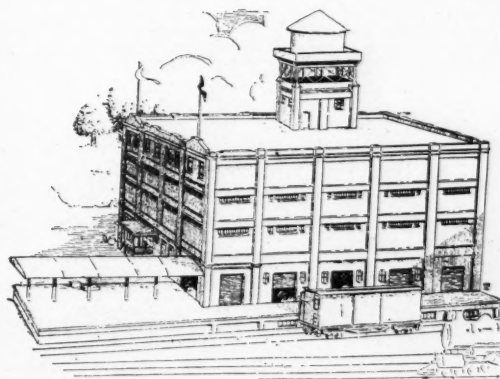
Made from heavy material, equipped with straps and snaps, ready to hang.....22c. sq. ft.

Write for Catalogue
of OTHER SUPPLIES

WM. A. IDEN CO.

564 Washington Blvd.,

Chicago, Ill.



YOUR warehouse, either Household Goods or Merchandise, planned for you with maximum utility and minimum cost.

Our experience in the design and construction of warehouses and factories enables us to point out savings to you in your new building.

SMITH & ANNABLE, Inc.

Architects and Engineers

145 STATE ST.

SPRINGFIELD, MASS.

FURNITURE VAN PADS

Made of new, soft cotton, covered with strong, durable, khaki-colored fabric

Quality, Quantity, Price, Workmanship

Buy Now and Be Prepared for the Rush

Cut size 72 x 78.....	\$36.00
Cut size 72 x 56.....	27.00
Cut size 72 x 40.....	18.00

Special Discount in 5 Doz. Lots

S. ARBEIT

119 McKibben Street, Brooklyn, N. Y.

THE King Shipping Case provides a simple—yet strong and absolutely safe—means of forwarding household goods from one point to another. It is designed to cut the high cost of crating and eliminate the many discomforting accidents—common to crated shipments.

No chance of anybody handling, stealing or misplacing valuable property. The King is sealed securely and the seal is not broken until goods arrive at destination.

Find out about the many interesting features of the King Shipping Case. Write today for our descriptive catalogue.

The King Shipping Case Corporation
276 West Water Street Syracuse, N. Y.

King Shipping Case

EXCELSIOR PADS WOOD WOOL PADS EXCELSIOR WOOD WOOL

H. W. SELLE & CO.

Manufacturers

1000-1020 N. Halsted St. Chicago, Ill.

ATLANTIC EXCELSIOR CO.
507-527 W. 30th St.
New York, N. Y.

AMERICAN FOREST PRODUCTS CO.
24th and Race Sts.
Philadelphia, Pa.

INTERNATIONAL MOTOR TRUCKS *for low-cost hauling*

Built in sizes ranging from the 2000-lb. Speed Truck to the 10,000 lb. Heavy-Duty Truck

INTERNATIONAL HARVESTER COMPANY

606 SO. MICHIGAN AVE. OF AMERICA CHICAGO, ILL.
(INCORPORATED)

\$250,000,000 Lost Each Year Through the Depredations of Rats

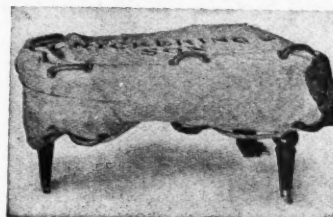


Stop your share of this loss quickly and easily with Genuine Felix Girard Rat and Mouse Embalmer. Used for 23 years by the largest users of Rodent Exterminator in America.

Regular Jobbers Prices to
Quantity Users

The Felix Girard Co., Inc.
Minneapolis, Minn.

If You Move or Handle Pianos— Acquaint Yourself—by All Means—With The Breen Grand Piano Cover



"The Only One
of Its Quality
on the Market"

Send for catalogue on Piano Movers' Supplies. We also make Water-proof Motor Truck and Wagon Covers.

WM. H. BREEN

219-231 Rutherford Ave., Charlestown, Mass.
It Can't Scratch If It's Properly Covered



SERVICE
and SERVICE

Is All You Sell

Make it perfect. Use Service Steel Rack. Preserve pile of rugs, make each accessible. Conserve space. Promote cleanliness and resist fire and vermin. Adjustable shelves. Can be set up by your own men. Add units as business grows. Send sketch of rug room. Our engineer will send layout and moderate estimate. Ask today.

SERVICE STEEL PRODUCTS CO.

140 N. Dearborn Street

Chicago, Ill.

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A Department of Trade
and Employment Opportunities

If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

ESTABLISHED Moving and Trucking Storage Warehouse desires to sell its moving and trucking business to a responsible party. Wonderful opportunity for the right man. Box 177, DISTRIBUTION & WAREHOUSING.

MANAGER and Operating Executive of household goods warehouse, with long experience, desires position. Write to Box 200, DISTRIBUTION & WAREHOUSING.

DESIRE TO SELL long-established moving and transferring business; some storage; located in a group of cities of one hundred fifty thousand. Wonderful opportunity for the right party. Do not fail to investigate. Address Box 187, DISTRIBUTION & WAREHOUSING.

WANTED—A first-class household goods and merchandise estimator and business-getter by a leading Texas general warehouse company. Fine opportunity for a producer. Apply in detail. P. O. Box 196, DISTRIBUTION & WAREHOUSING.

WANTED—Executive with complete knowledge of all phases of general warehousing business. Good opportunity for right

man. Modern warehouses located in Middle West. In answering this ad please give age and reference; state past experience and salary desired. Address Box 192, DISTRIBUTION & WAREHOUSING, 239 West 39th Street, New York, N. Y.

FOR LEASE 100,000 square feet for general warehouse purposes, located in best distributing center in the Southwest. Reinforced concrete building, sprinkler system thruout supervised, making possible lowest insurance rate, and can be leased 50,000 square feet or more at once, balance as needed. Water, light, heat and power furnished by owner from private plant; large high speed electric elevator, large concrete loading dock and private siding for six cars. Splendid opportunity for someone with experience to enter this field and build up a profitable business. Address Box 194, care DISTRIBUTION & WAREHOUSING.

FOR SALE—Cleveland Carpet Vacuum Machine; 19½ ft. long; will sacrifice; write for particulars. Isacson, 462 Fifty-second Street, Brooklyn, N. Y.

Warehousemen!

Prepare for Spring Rains

The

"OVLIM-BRAND"
Truck, Wagon and Horse Covers

Insure Absolute Waterproof Facilities

Write for Prices and Catalogues.

Milvo Awning & Tent Works
ROME, N. Y.

Why Not Use a Liberal Amount of Our Re-Nu Lemon Oil Polish

on your furniture before packing, if you are interested in preventing it from marking. The cost is very slight, and when you unpack for delivery this fall you can clean it off dry and be saved any expense for finishing.

This method has been tried and is successful. We will send you a gallon for trial and you can return it in thirty days if not satisfactory.

It cleans perfectly and leaves a dry finish without injury to the finish.

PRICE: Gallon \$2.00; 5 Gallon Can \$7.50.

Ask for our booklet on "Furniture Refinishing"—it's FREE.

RE-NU PRODUCTS CO.

Manufacturers of Wood Finishing Products

544 W. Washington Blvd.,

Chicago

FURNITURE

PADS

Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

FULTON BAG & COTTON MILLS, Inc.
330 WYTHE AVE. BROOKLYN, N. Y.

Atlanta Dallas St. Louis New Orleans Minneapolis

VARIETY FIRE DOORS



Resist terrific temperatures, operate smoothly, cost little to install, and almost nothing to maintain. They are a big help when selling your space, and save quite a bit on insurance premiums. Made in rolling, swinging and sliding types: sizes to fit any specification. We aid you to determine the doors best adapted to your needs, without charge. Send now for illustrated descriptions.

Variety Fire Door Company
2958 Carroll Ave., Chicago, Ill.

FEDERAL

EXTRA SERVICE

TIRES

for Commercial Use

For bus transportation, for heavy hauling, for delivery wagons—Federal Tires prove 100% satisfactory.

The Federal Rugged Cord is a master tire. It is made in 30 x 3½ size for small commercial cars. In the Rut-Guard type it is giving wonderful results under heavy loads on poor roads.

For small cars used for commercial purposes the Blue Pennant Cord with its extra strong construction and broad, flat tread is outdistancing other tires in mileage and in freedom from road trouble.

Here is the proof by use in two cases:

From Southern Manufacturing Company, Richmond, Virginia: "You recently asked our opinion of Federal Tires, so tell 'em for us that we think enough of the Federal to put them on all of our 30 cars and trucks throughout the South.

"I average 16,000 to 18,000 miles with them on my own Buick."

From Yellow Cab & Transfer Co., Madison, Wisconsin: "I beg to advise that we have been using Federal Tires and Tubes exclusively on our fleet of 38 cabs and 5 trucks and have found them very satisfactory.

"During the past two years, we have never had a blowout on a single tire, which we claim is a good record for a tire builder."

FEDERAL RUBBER COMPANY
Chicopee Falls, Mass.

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Sure moth protection

Many hundreds of the leading storage warehouses have learned by using it, that ENOZ gives them complete protection from moths. They have learned that the safe and sure way is to spray each lot of goods received, before piling away—and they have found it is equally important to spray the floors and walls of storage rooms.

ENOZ

KILLS MOTHS

WILL NOT STAIN

And what is even more important Enoz destroys moth eggs and kills moth worms before they have a chance to do any damage. Being a fine spray it penetrates down into upholstery, and into the thick pile of carpets [the hidden places where moths usually lay their eggs] and destroys every vestige of moth life.

To be sure that carpets and rugs are free from moths, spray thoroughly with Enoz on both sides, and roll while damp. There is no danger of mildew when Enoz is used.

Thousands of warehouses use Enoz regularly. If you are not one of them ask us about our trial offer.

Packed in containers of 5 to 55 gallons:

5 gals.	\$11.00
10 gals.	20.00
20 gals.	37.00
33 gals.	54.45
55 gals.	80.00

A suitable sprayer is included without charge with your initial order.

ENOZ CHEMICAL CO.

705 No. Wells St., Chicago
61 E. 8th St., New York City

WAREHOUSE EQUIPMENT

WE MEET YOUR REQUIREMENTS

IN

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tarpaulins, Truck, Wagon and Horse Covers, Talking Machine Covers. "Coverlin" Mattress Bags.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof and Water-proof.

Write Us Your Requirements
So We May Quote You Prices

The Cleveland-Akron Bag Company.

CLEVELAND, OHIO.

IMPORTERS
OF
BURLAP

PAPER, COTTON AND JUTE
BAGS OF ALL KINDS

MAKERS
OF
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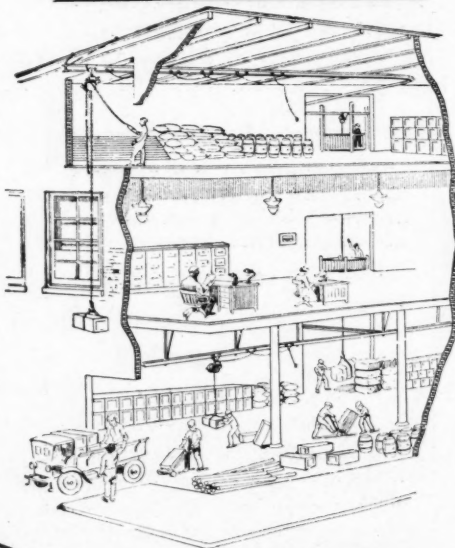
THE CHICAGO-DETROIT BAG CO.
CHICAGO, ILL.

BUFFALO BAG CO.
BUFFALO, N. Y.

MISSOURI VALLEY SACK CO.
ST. JOSEPH, MO.

MOTORBLOC

THE MOTOR-DRIVEN CHAIN HOIST



SAVE TRUCK TIME

MOTORBLOC assembles loads quickly and cheaply.

"Handles 1 ton as easily as 1 pound."

Write for Useful Information
MOTORBLOC CORPORATION
Summerdale, Philadelphia, Pa.

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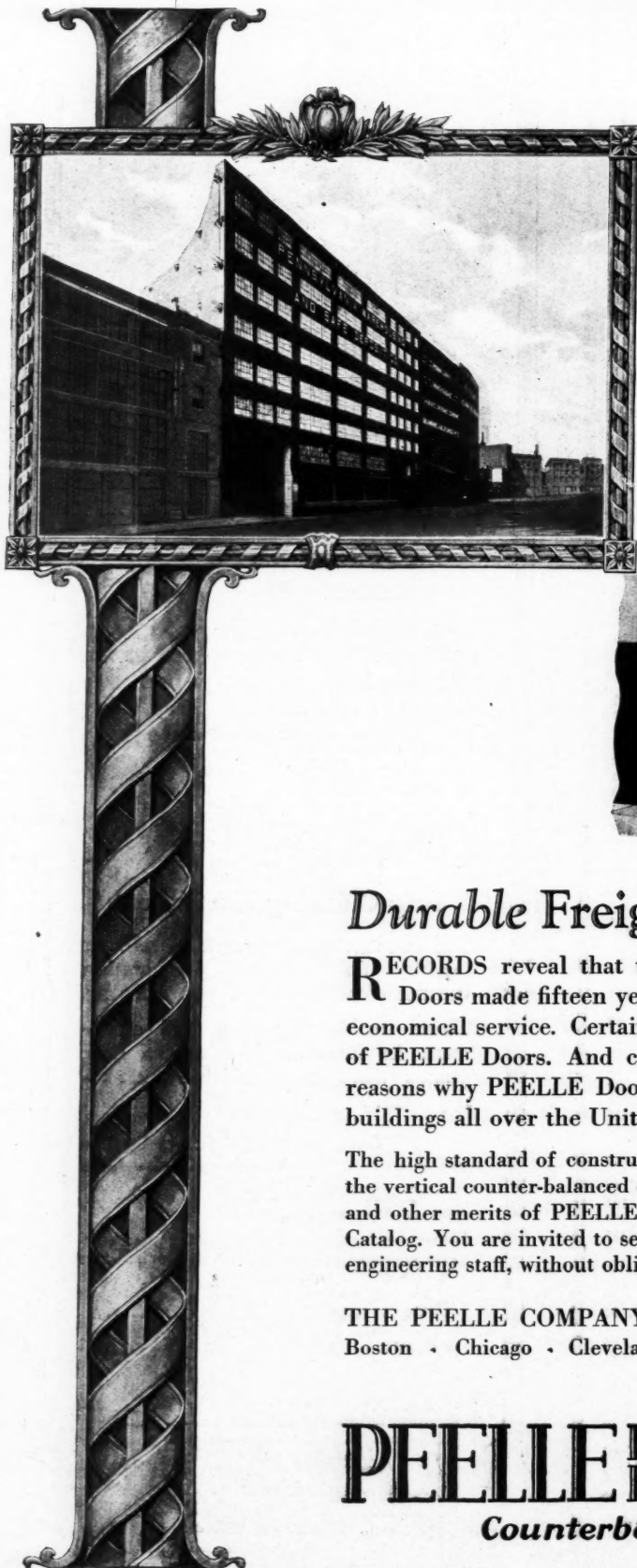
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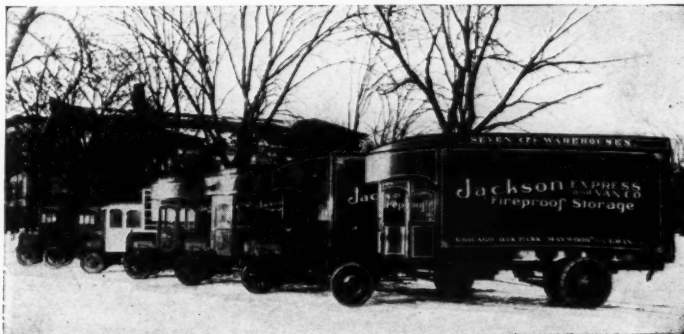
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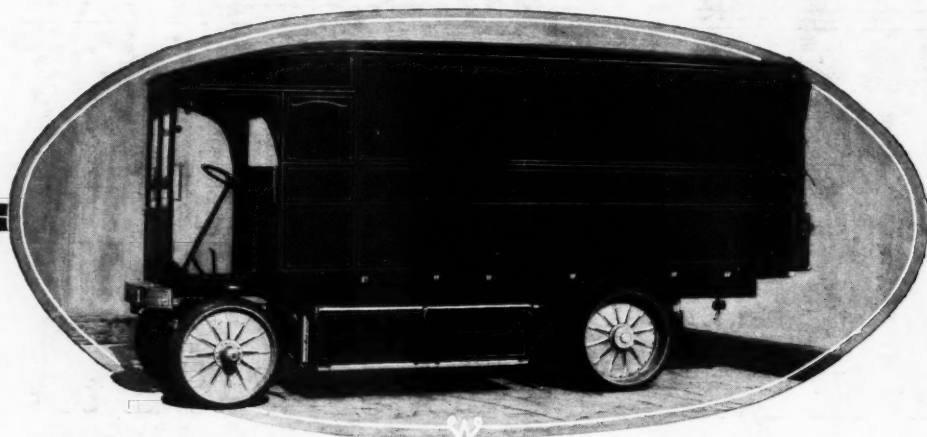
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